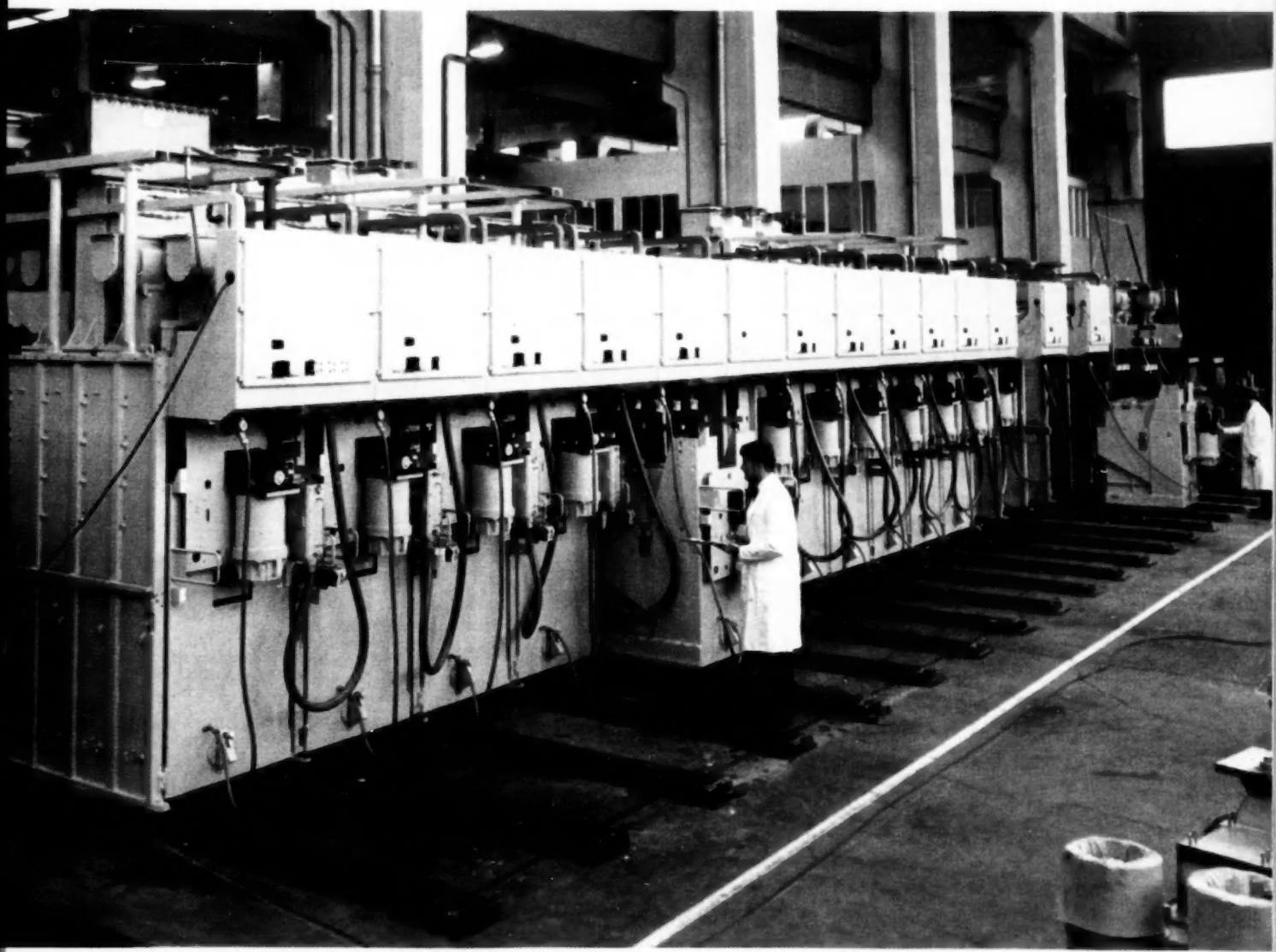
Board of Trade Journal

Volume 197, No. 3775 Published by Her Majesty's Stationery Office 23 July 1969



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Hundreds of British companies have found that specially made sales films help their salesmen win export orders. But do you know how best to go about making a film of your own? Or what the Government's Overseas Service can do to help you get valuable distribution?

1. What can a film do for your product?

Look at this example: Brookes (Oldbury) Ltd., a Tube Investments Company, are manufacturers of engineering equipment. The product in question was a giant billet grinding machine for steel works, of a new design. The problem: to show prospective users the machine in action without bringing them from all over the world. The answer was a simple 8-minute colour film.

Yet among several competitors for an important foreign order Brookes were the only company with the foresight to include a film in their presentation. The business, worth many thousands of pounds, went to Brookes, and sales executives claim that the film was an important factor in their success.

2. How much will a film cost you?

It depends on what you say and how you want to say it. Only a careful estimate from a film production company can provide you with an accurate figure. The Brookes' film cost about £1,000 and was available in several languages within a few weeks.

3. Who can make it for you?

Over 200 film production companies are listed in the Television Mail Year Book. Most are based in London but there are some facilities in all large regional centres. Ask the British Industrial and Scientific Film Association for advice. Their address is: 193/197 Regent Street, London, W1.

4. How do you get it shown to the right people overseas?

The Central Office of Information can arrange for selected films of high standard to be considered for overseas distribution by the Foreign and Commonwealth Office.

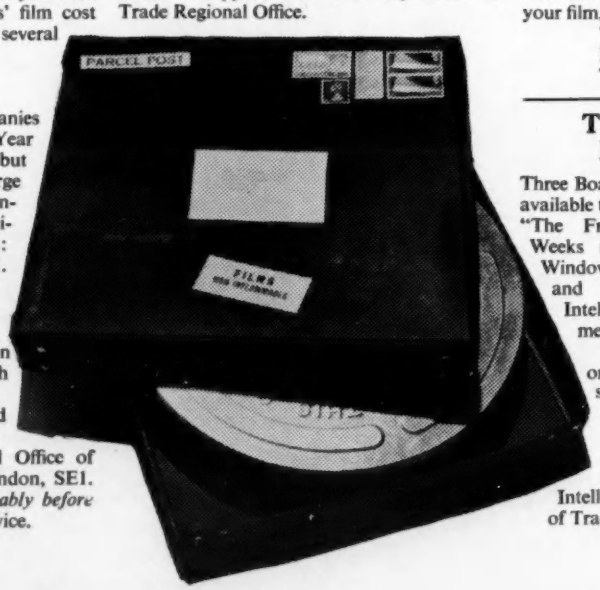
Contact Room 520A, Central Office of Information, Hercules Road, London, SE1. Tel: 01-928 2345 Ext. 770 *preferably before production* to benefit from this service.

5. Who sees your film?

Depending on the purpose of the film, different people are invited by British Embassies and High Commissions to special events. They include Ministers of Government, officials concerned with industry, trade, transport, bankers, doctors and scientists, etc. Special screenings are arranged for businessmen and films are lent to industrial concerns and shown at exhibitions and trade fairs. There are outlets for some films on TV and in cinemas.

6. What other distribution channels are there?

Inforfilm, an international network of film libraries, is another channel of distribution. This service and other means of reaching overseas customers are described in the film "Reaching Overseas Audiences". You can hire this from Sound Services Library, Kingston Road, Merton Park, London, SW19, or obtain a copy on loan from any Board of Trade Regional Office.



7. What about foreign languages?

If there are specific requests for your film by the Foreign and Commonwealth Office, the C.O.I. will make foreign language versions free of charge. If you are going to need prints in different languages for your own commercial use, be sure to discuss this with your production company as it will affect the way your film is made.

Most important of all – Before making a film you need to plan how you are going to use it and budget for an adequate number of copies in foreign languages to be loaned or given in suitable cases to important prospective overseas customers. It is wasteful to make an expensive film and then to try to save money by limiting the number of copies. It is also worth investigating the new 'desk top' portable back projectors for use by your own salesmen.

8. What should you do now?

For advice about making and distributing your film, get in touch with:

The Central Office of Information,
Hercules Road, London, SE1.
Tel: 01-928 2345 Ext. 770.

Three Export Films for Home Consumption

Three Board of Trade films on exporting are available to all exporting companies. They are "The Friendly Invasion" about British Weeks in Toronto and Brussels; "Shop Windows for Exports" about trade fairs and promotions; and "Call Export Intelligence" about the range of Government export services.

If you would like your company, or a group of local companies, to see these films, they can be hired from the Central Film Library, Government Building, Bromyard Avenue, Acton, London, W3.

Alternatively, the film "Call Export Intelligence" is available through Board of Trade Regional Offices.

Board of Trade Journal

VOLUME 197. No. 3775. PAGES 197-268. 23 JULY 1969.
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, S.W.1. 01-222 7877.

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Front cover photograph

This 14-panel indoor switchboard being completed at the Blackwood works of South Wales Switchgear Limited, largest member of the Aberdare group, is part of a £300,000 order for the Malta Electricity Board. The board is a 33kV, 1,000 MVA type with 2,000-amp duplicate busbar and is the first to be built to a new compact design developed by SWS for use in city centres and where space is at a premium.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
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Trade by air (6-M)	28 Mar. 1969
Balance of payments (Q)	25 June 1969
Bankruptcy orders (Q)	
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Distributive and service trades (A)	7 Mar. 1969
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Industry's investment intentions (3 times a year)	24 Jan. 1969
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Board of Trade addresses	9 May 1969
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	18 June 1969
Customs notices of interest to exporters	16 July 1969
Directory of Board of Trade departments and their works	29 Mar. 1969
ECGD local offices	
Half-yearly index – July-Dec. 1968	7 Feb. 1969
Official Receivers' offices	21 June 1969
Programme of trade promotion	7 Mar. 1969

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; 2 Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

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Electric motor maker drives exports up by one-third.

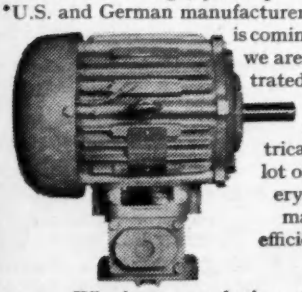
Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.



What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.

Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

The world is a big market. Your company can prosper through increased exports. ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks. Advice and co-operation from ECGD can help spark off and sustain your export expansion. Contact your local ECGD Manager.

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Action against dumped or subsidized imports: Board of Trade policy and administration

By S. J. Gross, CMG, who was until recently the Assistant Secretary in charge of the Anti-Dumping Branch of the Tariff Division of the Board of Trade and is now Minister (Designate) at the British Embassy, Pretoria

THE PURPOSE OF THIS ARTICLE is to draw attention to the Note issued by the Board of Trade entitled 'Guidance for Applicants seeking Action Against Dumped or Subsidized Imports' and, secondly, to try and deal with some of the main queries, doubts, and misconceptions that exist about our anti-dumping legislation and procedures.

Dumping is an emotive word. Passions are naturally aroused by the suggestion of competition that is 'unfair', particularly, perhaps, when one is at the receiving end. And, like many emotional issues, it tends to be interpreted subjectively (almost becoming 'dumping is when the other chap undercuts me; keen competition is when I undercut him'). In our legislation and in the relevant international agreements, however, it has to be defined quite precisely. The commonest form of 'dumping', as so defined, is selling to overseas markets at prices below those in the exporter's home market, after making appropriate adjustments to ensure that the two prices are properly comparable.

We have to recognize that the tendency for some sales abroad to be made at lower prices than sales at home is a normal circumstance and is in no way inherently wicked. The home producer usually has advantages in his own market, for example, greater accessibility to the customer and knowledge of what price levels the market will accept; the home producer is also often protected by import duties. He can therefore often get a better price for his domestic sales than for his sales abroad where he has to face more severe competition from other suppliers; this is reflected in the complaints we often hear that exporting is less profitable than home sales. Many exporters in many countries may well be 'dumping' much of the time, but this does not necessarily mean that they are causing serious damage to any domestic industry which may be competing with them.

International agreement on anti-dumping

Faced with this situation, Governments could have followed one of two policies. One was for each country to take such action as it pleased against dumping into its own territory. This would inevitably lead to arbitrary action and disrupt international trade, affecting imports into the United Kingdom but also other countries' imports from us. The alternative was to try to reach international agreement on a set of rules for anti-dumping action which were both fair and practical.

British policy under successive governments since the war has taken the latter course. International agreement on the principles relating to anti-dumping and countervailing action was first incorporated in 1947 in the General Agreement on Tariffs and Trade (the GATT – Article VI deals with action against dumped or subsidized goods). Rules relating to application of these principles to anti-dumping cases were embodied in the Anti-Dumping Code which was agreed as part of the Kennedy Round of Trade Negotiations and came into force on July 1, 1968 (the text of the code is included in a White Paper, Cmnd. 3347 of July 1967). The code has now been accepted by all the EEC and EFTA countries (except Portugal; Austria has signed but has still to ratify), the United States of America, Canada and Japan. Following signature of the code, a GATT Committee on Anti-Dumping Practices has been set up and will meet once or twice a year. The first substantive meeting of the committee took place at Geneva in February 1969. It is proposed to examine at later meetings anti-dumping action taken by Member countries to see whether the provisions of the code are being observed in practice. The code and these meetings should provide an important safeguard for our exporters against arbitrary anti-dumping action by countries adhering to the code.

The Board of Trade's powers

The Board of Trade's powers to take action against dumped or subsidized goods are contained in the Customs Duties (Dumping and Subsidies) Act, 1969; this consolidates the original 1957 Act and an Amendment Act passed last year. The Board of Trade are prepared to impose anti-dumping or countervailing duties under this Act on imports they find to be dumped or subsidized, provided they are satisfied that

(a) this dumping or subsidization is causing or threatening material injury to a United Kingdom industry (or materially retarding the establishment of an industry in the United Kingdom) and

(b) the imposition of such duties would be in the national interest.

The legislation also gives the Board power to take provisional action for a limited period in certain cases while a full investigation of a case is taking place. The Board of Trade administer this legislation in accordance with the provisions of Article VI of the GATT and the Anti-Dumping Code.

The Guidance Note issued by the Board (see the beginning of this article) outlines the United Kingdom legislation and the meaning given to the relevant terms – dumping, subsidies, material injury, and the national interest – and describes the circumstances in which the Board will consider provisional action. The Note also describes how the Board of Trade administer the legislation and advises applicants how to apply for action under it. Copies of the Note are available on request to Tariff Division.

Turning now to queries, doubts and misconceptions about our anti-dumping legislation and procedure, I shall try to deal with these in the form of question and answer.

1. **Question** Why do the Board of Trade not act against dumping on their own initiative? Why do they wait for an application from an aggrieved British industry?

Answer There are several reasons. An industry should know best where the shoe pinches and only the industry can

(*Continued on next page*)

ACTION AGAINST DUMPED OR SUBSIDIZED IMPORTS, *continued*

provide certain evidence of the injury caused by the alleged dumping. Official import statistics are rarely sufficient to show whether dumping is taking place because different products, types and qualities are often included within the same classification, so that average prices are not really meaningful. The Anti-Dumping Code requires that investigations should normally be initiated only on request on behalf of the industry affected.

2. **Question** Do the Board require applicants to prove that dumping is taking place?

Answer We do not ask applicants to prove dumping. We ask them only to provide reasonable *prima facie* evidence. Once we accept that a *prima facie* case of dumping and of material injury being caused or threatened thereby has been made out, the Board take upon themselves the task of proving whether or not dumping is taking place. If necessary, officials visit the exporters' headquarters overseas for detailed inquiries on the spot. (In the last three years, visits have been made to Austria, Belgium, Canada, the Federal Republic of Germany, France, the Irish Republic, Italy, Japan, the Netherlands and Portugal.)

3. **Question** Surely, if the foreign supplier is exporting to the United Kingdom at prices substantially below those of the British producers, perhaps even below the latter's basic material costs, dumping must be taking place?

Answer Dumping is not related to the selling prices of the domestic producer in the importing country nor to the latter's cost of production. There may be good commercial reasons why the overseas producer can produce and sell more cheaply. Normally, dumping is established by comparing the alleged dumper's export prices with his prices in his own home market. Where this method is not practicable, other methods of establishing dumping may be used; these are explained in the Guidance Note.

4. **Question** If the Board find that dumping is taking place, why do they not act quickly to prevent it causing injury? Why wait until the British industry have been injured?

Answer We give just as careful consideration to cases alleging a threat of material injury from dumping or subsidization as to cases alleging that material injury has already been sustained; we have often taken anti-dumping action on a finding of threat. But the Anti-Dumping Code says that the change in circumstances in which the threat would materialize must be 'clearly foreseen and imminent' and not just a matter of surmise or suspicion. We have no legal power to take action against a threat of dumping (as distinct from a threat of material injury from dumping actually taking place).

5. **Question** Does this not mean that the Board wait until an industry has been almost killed off by dumping before they take action?

Answer No. The Board are prepared to take provisional anti-dumping action very quickly in cases (which are supported by adequate *prima facie* evidence of dumping and material injury) where the industry would otherwise be likely to suffer serious and irreparable injury during the time necessarily taken by a full investigation. Cases of this kind may arise where there is a real danger of forestalling, that is to say of importers bringing in relatively large quantities for stockpiling in anticipation of an anti-dumping duty or where they concern products, mainly in agriculture, in which trade varies greatly with the time of the year. The Board will also consider provisional action where they are satisfied that there are continuing and substantial imports of heavily dumped goods (and a *prima facie* case of material injury has been made out).

6. **Question** Surely any dumping here of a product made in Britain must cause injury to the British manufacturers concerned? Why do the Board apply such strict standards of what constitutes 'material injury'?

Answer It is not possible to apply a precise yardstick of 'material injury'; each case is examined on its merits. The French text of Article VI of the GATT uses the word 'important' for 'material', and this is the line we follow. We consider that a fairly strict interpretation of injury is desirable since we do not wish to encourage other countries to take anti-dumping action too readily against our own exports and we do not wish to deprive the British consumer (who may himself be a manufacturer dependent on imported materials) of cheap imports without good reason. Basically material injury exists where the net return to the British industry is substantially worse, in the form of lower profits or higher losses, than it would have been in the absence of the dumping or subsidization. Clearly, there may be cases where dumping exists but is not itself materially injurious because of other factors, including the degree of competition from undumped imports.

7. **Question** Why do the Board apply the 'material injury' criterion to non-GATT countries when this is not required by the legislation?

Answer Ever since the original 1957 Act, Board of Trade Ministers have considered that we should apply the same injury criterion to imports from non-GATT countries as we are required to do for imports from GATT countries. Our trade with Eastern Area countries is expanding and it would be wrong to interfere with this by anti-dumping action unless the dumping was causing or threatening material injury to a British industry. And again we do not wish to deprive the consumer of cheap supplies without good reason.

8. **Question** Do the Board require the injury to be to the whole of a large industry and not to the producers of the individual item concerned?

Answer We make no such requirement. For the purpose of anti-dumping action, we define an industry as the narrowest sector of production which includes production of the goods concerned and which can be separately identified in terms of such data as the production process, sales, profits and capital employed. We need this data in order to assess the degree of injury being caused by the alleged dumping. This means that we can treat the production of a quite narrowly defined item as an industry for this purpose *provided* the required financial data are available. An application may be made by one firm in respect of one of its products provided it is positively supported by producers responsible for the bulk of United Kingdom output of the item; it need not have the support of all the producers.

9. **Question** If dumping and material injury are proved, why do the Board of Trade not act automatically? Why do they instead have regard to a further 'national interest' criterion?

Answer This is required by our legislation. It is clearly right to take into account the general national interest, including factors such as the consumer interest, the balance of payments, and the extent to which action would really help the United Kingdom producers. In practice, very few cases have been rejected solely on 'national interest' grounds.

10. **Question** Why are the Board of Trade the only people who abide by the rules? Why do other countries provide

more effective anti-dumping protection to their industries?

Answer Countries that have undertaken the obligations of the GATT and of the Anti-Dumping Code do in our experience abide by them. If we have doubts on this, we take it up with the Governments concerned. The Anti-Dumping Code has led to significant changes in the anti-dumping legislation and procedures of some of our important export markets, and the new GATT Committee on Anti-Dumping Practices should help to keep procedures in line.

11. **Question** In how many cases has the Board in fact taken action?

Answer Anti-dumping or countervailing duties have been imposed in 14 cases, and other remedies, e.g. satisfactory undertakings by the exporter, were found in 20 other successful cases. The total of 34 successful cases is about 47 per cent of the total number of cases (73) on which a full investigation has been carried out since the passage of the 1957 Act. (A number of other cases were rejected because of insufficient *prima facie* evidence or were withdrawn at the request of the applicants.) Since the additional powers granted by Parliament in July 1968, provisional anti-dumping action has been taken in two cases and has been refused in two cases on the grounds that there was no special need for it there. A case has also been successful under the new powers relating to dumping by Eastern Area countries.

12. **Question** How long does it take the Board to consider an application and come to a decision on it?

Answer During the past three years, the average time between the receipt of an anti-dumping application with adequate supporting evidence and the Board of Trade's decision on it has been about five months. One third of the applications took less than three months; one-third between three and six months; and the remaining third more than six months.

13. **Question** How much work is likely to be involved in making an application?

Answer This must depend on the nature of the case. In some cases, the evidence may be readily available and clearcut. In others, a good deal of work may be necessary to demonstrate that material injury or threat of it is being caused by the alleged dumping. Anti-dumping action is a serious matter; applicants are expected to provide adequate *prima facie* evidence on both dumping and injury counts and then to co-operate in the Board's investigation (usually undertaken by the Board's accountants) of the material injury aspects.

14. **Question** How long does an anti-dumping duty remain in force?

Answer Until the Board of Trade decide that circumstances have changed to an extent that the duty is no longer warranted, e.g. because dumping would not be likely to recur if the duty were removed, or because the supply position has changed so that any dumping would not be causing or threatening material injury.

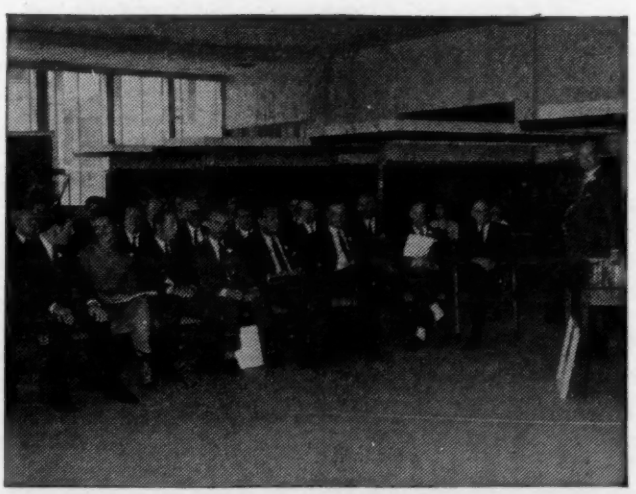
15. **Question** Do not the anti-dumping legislation and the way it is administered provide very weak protection to British industries?

Answer Board of Trade Ministers have made it clear that, where there is a case for action under the rules, action will be taken. It is important to note that this action need not necessarily take the shape of formal anti-dumping duties; once a case has been made out, the supplier concerned may volunteer to stop dumping, so that the formal imposition of duties may become unnecessary. In many other cases, the existence of the legislation and of the administrative machinery backing it have been a useful deterrent to materially injurious dumping.

The above questions do not pretend to be exhaustive. Officers of the Board of Trade's Tariff Division are always prepared to discuss queries and problems informally with interested parties and to advise on the preparation of an application for anti-dumping action. The address of the Board of Trade's Tariff Division is Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2501, 2053 or 2032).

OVERSEAS AGENTS AT EXPORT CONFERENCES

Sales agents from 11 European countries attended a four-day conference recently held by the Refractories Division of the General Refractories Group Limited. This division comprises General Refractories Limited, Sheffield, and John G. Stein & Company Limited, Bonnybridge, Scotland, which are merging later this year. Picture shows Mr. J. L. Hilton, managing director of General Refractories (centre), and Mr. J. T. Robertson, a director of John G. Stein (extreme right), talking with overseas guests.



Delegates from fifteen countries at Gilt Edge Carpets Limited's third annual export sales conference. On the right is Mr. A. B. Marsden Smedley, joint managing director, Gilt Edge Carpets. The company's exports to Europe in the last year have risen by over 65 per cent. This increase was achieved mainly by lines specially created for this market, including the Fontainebleau and Trianon squares, the popular English Garden range of Axminsters; the new Wessex Twist quality proved popular in the Nordic countries.

President speaks on increase in Anglo-Soviet trade

THE GROWING volume of Anglo-Soviet trade was the theme of a speech by Mr. Anthony Crosland, President of the Board of Trade, at a lunch of the Russo-British Chamber of Commerce, in London, on July 17. In 1959, he said, our imports from the USSR were worth about £63 million; while our exports were worth about £27½ million. By 1964 our imports had risen by more than 50 per cent to £97 million, and our exports were up by nearly 40 per cent to £38 million.

'Since 1964, our trade has grown even faster' continued the President. 'Our imports from the Soviet Union reached £154 million in 1968 – a further rise of nearly 60 per cent since 1964. Over the same period, our exports went up from £38 million to £102 million. This was a dramatic rise, and we on the British side were particularly glad that the sharp increase in our exports in 1967 and 1968 gave a very much better balance to our mutual trade.

'From time to time, Mr. Patolichev reminds me that we still have some restrictions on imports from the USSR and other countries of Eastern Europe which do not apply to imports from "market economy" countries. These restrictions are maintained, for the most part, for the protection of industries in Britain which for one reason or another are in special need of such protection. I know that the USSR and the other countries concerned object to what they regard as discrimination. I hope and expect that during the period of the new Agreement we shall be able progressively to reduce the scope of the restrictions. Such an expectation is, indeed, written into the new Agreement.

'But I should like to add one remark about the further progress of liberalization. The more it can be shown, by practical experience of the use made of the liberalization measures we have already taken, that Anglo-Soviet trade can grow both ways, in a normal manner, without disruption of our markets or complaints of unfair pricing methods, the more readily will British industry accept Soviet competition and the easier it will be to carry liberalization still further.

The President drew attention to a new provision in the Agreement, Article 2 which reads:

> 'Both Governments shall encourage and facilitate the conclusion of agreements, including long-term agreements, on a commercial basis between firms or group of firms in the United Kingdom on the one hand, and the Soviet Foreign Trade Organizations on the other, particularly with the purpose of co-operating in the development of the productive capacities of the two countries'.

This provision, he said, gave recognition to the possibilities of industrial co-operation and a general blessing to such developments. Co-operation might take many forms. It would be for firms and enterprises themselves to work out the terms upon which co-operation would be mutually beneficial. But the Board of Trade were very ready to help British firms to identify areas of co-operation that would be worth exploring, with their Soviet counterparts. 'Equally, I am sure that the Soviet Trade Delegation in London under Mr. Gordeev's direction would be glad to offer their advice,' said the President.

'In essence, the new Trade Agreement is the framework within which trade can be carried out and expand. It recognises the desire of both Governments that trade shall grow, and Governments of course can greatly help: but at the end of the day it will be for British industry and the appropriate Soviet organizations to ensure that it does grow. I have been assured by Mr. Patolichev that it is his intention that Anglo-Soviet trade should continue to expand and that he is determined that Soviet purchases from the United Kingdom shall grow, provided, of course, that we are competitive. As I am sure that British industry is now fully competitive over a wide range of goods which the Soviet Union needs for its future economic development I am confident that we shall see a steady and progressive two-way growth in our trade.'

Haj Abdulakarim Layyas (right), the Libyan Minister of Agriculture, pictured with Mr. Anthony Crosland, President of the Board of Trade, during his recent visit to Britain. During his stay, the Minister visited the Royal Agricultural Show, and centres for geological and agricultural research, and talked with heads of firms manufacturing agricultural machinery.

Mr. Dell opens Birmingham overseas visitors' lounge

THE OVERSEAS VISITORS' lounge at the Engineering and Building Centre, Birmingham, was officially opened on July 18 by Mr. Edmund Dell, Minister of State, Board of Trade.

Mr. Dell opened the lounge in place of Mr. William Rodgers, Minister of State, Board of Trade, who was unable to be present owing to pressure of Government business (see last week's *Journal*, page 146).

Mr. John Davies to leave CBI

MR. JOHN DAVIES has announced that he will be retiring from the post of director-general of the Confederation of British Industry later this year. He will be succeeded by Mr. Campbell Adamson.

Thirty-six catering experts from the Soviet Union sampled traditional Russian recipes cooked by microwave when they visited the Dysona microwave oven factory at Wokingham recently. The visit was arranged by the British Hotels and Restaurants Association as part of a 10-day educational and goodwill tour of catering and food manufacturing establishments in Britain. The picture shows some of the party at the factory.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 207 of this issue.)*

ECGD backing for export contracts

£20 million contracts for Qatar

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering a loan for the design, procurement and erection of an ammonia plant and a urea plant to be established at Umm Said, on the eastern coast of the Qatar peninsular.

The main £19 million contract is between The Power-Gas Corporation Ltd., a member of the Davy-Ashmore Group, and Qatar Fertilizer Company (SAQ). Gibb Ewbank Industrial Consultants have been awarded a contract for the engineering, management and site supervision of the plant up to its acceptance from the main contractor. It is expected that erection will be completed and the plant to be on stream by mid-1972.

The loan, to the Government of Qatar is being made available by a syndicate of banks consisting of Hambros Bank Ltd., Barclays Bank Ltd., Midland Bank Ltd., Martins Bank Ltd., Lloyds Bank Ltd., and the Bank of Scotland, and is for approximately £14.5 million and is repayable over a period of 13 years from the date of contract.

Capital proje 's in Brazil

THE EXPORT CREDITS Guarantee Department on July 16 signed the largest financial guarantee since the facility was introduced in 1961. It covers a loan of up to £34 million for the supply of United Kingdom capital equipment and major project construction in Brazil.

Under this loan a contract worth £23 million was signed in London on July 16 between Brefcon (Brazil) Ltd. and Petroleo Brasileiro SA – Petrobas – for the supply of equipment, engineering and construction services for a new petroleum refinery at Paulinia, a pipeline from the coast to the refinery, and other modernization and expansion of existing petroleum installations. The mean commissioning date of these projects is December 1972.

This important contract is another successful example of the use of the new Line of Credit technique initiated by ECGD to counter foreign competition in certain potentially important markets. In these ECGD itself seeks out the basis of business, defines the industrial scope of the credits, and arranges the financial terms of the credit directly with overseas buyers, whether governments, state sponsored industries, or private buyers. ECGD then arranges for competitive access to the British market, for both purchases and banking services.

Finance for the credits comes by arrangement from the Clearing Banks and Scottish Banks, who normally agree to finance their own customers as they obtain business within the terms of the credit. A Merchant Bank frequently acts as lending agent, managing the credits for the participating banks.

This system makes it possible for ECGD to negotiate business for the United Kingdom in principle before overseas buyers and borrowers enter into direct commercial negotiations.

In this particular case negotiations started privately between ECGD and a director of Petrobras last year and were continued directly with Petrobras during the recent visit of an ECGD representative to the Sao Paulo Fair. They were later continued in London and ECGD some weeks ago made a financial offer to guarantee finance for the projects listed, in competition with other potential guarantors and lenders. This offer was accepted by the Board of Petrobras, and Hambros Bank and Brefcon, who had been pursuing independent commercial negotiations, were finally nominated as bankers and main suppliers.

Similar ECGD activities had previously secured supply and contracting opportunities for British exporters in connection with the Niteroi Bridge contract in Brazil recently financed by the Clearing Banks through Rothschilds. In that case large contracts for supply of textile machinery, telecommunications, earthmoving and construction machinery and other capital goods besides construction of the bridge centre spans were part of the package deal arranged by ECGD after consultation with other interested departments.

In this latest case, ECGD negotiators discovered that Petrobras were likely to be in the market for large off-shore drilling rigs as a result of recent strikes, and offered to guarantee finance for United Kingdom supply: one is thus included in the present loan.

Other examples of similar use of the ECGD technique of direct negotiation were the Alnor aluminium plant contract with Norway; the more recent Hill Samuel loan for earth-moving and mining equipment for Spain; the supply of electrics to the new Uninsa steel plant in Spain; and large-scale contracts for bulk purchases of machine tools and major projects by the USSR.

In total well over £200 million of exports have accrued or will accrue to Britain as a result of these co-operative efforts between ECGD, the Clearing Banks, Merchant Banks, and British industry.

Cargo vessel for Liberia

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering the financing of a S.D.14 type cargo vessel of about 15,000 tons deadweight worth approximately £1.2 million for Liberia.

The vessel will be owned by International Navigation Corporation of Liberia. The vessel is scheduled for delivery in December 1969 and is being built by Bartram & Sons Ltd., of Sunderland.

The loan, which is for 80 per cent of the contract value, is being made available by Hill Samuel & Co. Ltd., acting on behalf of a syndicate of banks comprising Lloyds Bank Ltd., and the National Provincial Bank Ltd., and is repayable over eight years from scheduled date of delivery.

Cane sugar factory for the Philippines

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering a loan for the supply of plant and equipment for a cane sugar factory in the Philippines.

The £8 million contract is between Fletcher & Stewart Ltd., and Davao Sugar Central Co. Inc. The factory is expected to be completed 24 months from the date of contract.

The loan is to be for £6.8 million repayable over 10 years, and is being made available by Glyn, Mills & Co., acting on behalf of a syndicate of banks consisting of itself, Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., and the National Provincial Bank Ltd.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Leading French steelmen were given an insight into British production methods in the steel industry when they visited Exors of James Mills Limited, recently. The French steelmen were from the French Bright Drawers Association and the delegation was led by the Association's president, Monsieur Bernard Dupre. The party also included the secretary-general of the Association, Monsieur J. J. Charbaut, and the president of the Technical Commission, Monsieur Nore.

THE DUNCAN REPORT

Streamlining Diplomatic Service and greater emphasis on commercial work

MORE CONCENTRATION on advanced industrial countries and greater emphasis on commercial and economic work in general are among the recommendations made in a report (the Duncan Report) on the Diplomatic Service presented to Parliament on July 16.*

On the first point the report states: 'For the purposes of designing a system of representation for the mid-1970s, it seemed to us that overseas countries would be divided into two broad categories more sharply distinguished from one another than they are today. One is the category of advanced industrial countries with which we are likely to be increasingly involved to the point where none of us will be able to conduct our domestic policies efficiently without constant reference to each other. This group – to which we refer as the Area of Concentration of British diplomacy – will consist of about a dozen or so countries in Western Europe plus North America. There are also a few industrially advanced nations outside the European/North Atlantic area with whom British relations will be very close and important for different reasons. Examples are Australia and Japan. There is not the immediate prospect here of the mutual commitment in the day-to-day process of Government that there is in Western Europe. But British representation in these countries will have far-reaching responsibilities. The other category of countries comprises the rest of the world. There will be important differences in the kind of representation that will be appropriate, depending on whether the country concerned is in the Soviet bloc, commercially important, politically hostile, economically underdeveloped and so on. But none of them is likely to impinge on the day-to-day conduct of British Government business in quite the way that we expect the countries of the first group to do.'

It also recommends that 'In future our Missions abroad should be divided into "Comprehensive" Missions and "Selective" Missions. Comprehensive Missions would be maintained in the Area of Concentration, namely Western Europe and North America; in the Soviet bloc and China; and in certain other important countries in the Outer Area. Selective Missions would constitute the majority in the Outer Area. The changeover from Comprehensive to Selective Missions should in itself entail a reduction in present staff, although at the outset the streamlined organization may cost only a little less than the existing one.'

On the second point the report says: 'In Britain's present economic situation, commercial work is the most urgent task of our overseas representatives.'

Below are the report's other conclusions regarding the commercial work of the Diplomatic Service:

> Different areas impose different requirements; according to their aptitudes the careers of commercial officials should concentrate on either the area where new export opportunities are to be won by active effort in advanced industrial countries, or in areas where this effort depends more on the traditional intergovernmental diplomatic activity, and also on responsive work to the needs of exporters. We also recommend that the shift of Britain's export promotion resources to the former area should continue.
>
> The majority of Selective posts should specialize in commercial work, and special attention will have to be paid to the quality of the commercial departments of Comprehensive Posts in growth markets.
>
> A survey conducted by the CBI has shown a wide use of the official services, but a need for more rapid communication and closer contact between the commercial service and exporters. There is an equal need for this between Posts and Departments at home.
>
> There should be greater selectivity in responsive work so as to enable more energy to be diverted to initiative work, especially in advanced industrial countries.
>
> We think that the study of other countries' systems of export promotion should be pursued, but we consider that the balance of advantage, given the urgency of the problem, is to build on the present system. In any case the unified Diplomatic Service should be preserved.
>
> Training programmes should be expanded, with more emphasis on techniques of management and market research.
>
> We recommend longer periods in Post, and greater specialization in commercial work. We fully recognize that this will inevitably mean delay in spreading commercial experience throughout the Service.
>
> There should be more cross-fertilization between industry and the Diplomatic Service.
>
> Locally-engaged staff are a vauable asset in British export promotion of which more use should be made.
>
> Subordinate Posts have an important potential for promoting British exports, and they should be more actively used, especially in growth markets like the United States.
>
> Facilities of rapid communication could be more extensively used. Greater use of telex will be necessary. The crucial point at which we believe the existing system can be improved is in the rapid retrieval of data about the capability of British firms to respond to export opportunities. Computerization at the centre is a most important aid to securing this.
>
> We suggest that full use of the overseas commercial service can only be made if the export promotion complex (the 'Export Department') in the Board of Trade is enlarged, and the transfers between it and the Diplomatic Service made more frequent.
>
> We suggest that greater weight should be given to export promotion policy, as compared with intergovernmental commercial policy work, not only in the structure of the Board of Trade, but also in that of the relevant interdepartmental Committees.
>
> Closer co-operation between Government and industry should continue to be encouraged by such joint activities as trade fairs, and by expanding the work of the Overseas Projects Group, particularly in the field of sending task forces overseas to deal with particular projects.

On publicizing Britain overseas, the report says:

'Our views may be summarized by saying that the future task of the overseas information services, especially in the Outer Area, should be to project Britain as a trading nation with a great culture and democratic traditions, rather than as a world power of the first order. This means that resources should be switched away from the attempt to explain British political policies, often in minute detail, to commercial and cultural promotion. Efforts should constantly be made to seek advantageous openings in the latter field and then develop them.'

Streamlining the Diplomatic Service, as recommended in the report, would include a 50 per cent cut in the information field overseas and a reduction of one-third in Service and Defence representation and could reduce total expenditure by 5 to 10 per cent by the mid-1970s.

In a statement on the report to Parliament on July 16, Mr. Michael Stewart, the Foreign Secretary, said:

'The House will recall that last August I invited Sir Val Duncan, Sir Frank Roberts and Mr. Andrew Shonfield to report urgently on the means of obtaining the best value for money from our overseas representation, having regard to our foreign and defence policies and the economic situation and all that these imply for Britain's role in the world.

'Their report is far-ranging and draws many important conclusions. These concern a wide variety of matters, from broad issues of policies and priorities to quite detailed points of management. Some of them concern questions which lie outside my direct

*Report of the Review Committee on Overseas Representation 1968-1969, chairman Sir Val Duncan, Cmnd. 4107, HMSO, price 17s. 6d., 18s. 6d. by post. Sir Val Duncan is chairman of the Rio Tinto-Zinc Corporation. The other members were Sir Frank Roberts, former British Ambassador in Bonn, and Mr. Andrew Shonfield, the economist.

REVIEW OF BOARD OF TRADE EXPORT ACTIVITY

A SEPARATE review of the Board of Trade's export activity was announced by Mr. Anthony Crosland, the President of the Board of Trade in his speech in the export promotion debate in Parliament on June 12. He said: 'I have also set in hand, because I am not yet satisfied that we have achieved completely the right organization, a thorough review of all those parts of the Board of Trade which deal with exports. This review will be conducted by a senior official of the Board who has had recent experience of the work of our commercial posts overseas. I have been fortunate enough to persuade Mr. Hector McNeil*, who is known to many in the House as the chairman of one of our largest exporting companies and chairman of the Export Council for Europe, and Professor Elliott Jaques, of Brunel University, to collaborate in this review and to offer their advice and guidance. In their review they will take fully into account all the points made by the Select Committee in its Report and the evidence, which was put to the Select Committee by the CBI and other bodies.'

**Mr. Hector McNeil received a knighthood for services to export in the Birthday Honours List announced on June 14.*

responsibility. Some are very much in line with thoughts and practices which we ourselves had been developing; others – and I very much welcome this – are novel and suggest new departures in ways of handling the problems concerned.

'While the Government warmly welcome the Committee's general approach, my colleagues and I feel that before we can give a specific endorsement to its conclusions, we need to go further into their probable consequences, their implications for the standard and range of our services overseas, and their effect on foreign policy as a whole.

'The publication of the report will give many persons inside and outside this House an opportunity to consider these issues. I do not think that it would be right for the Government to commit themselves too deeply before they have had the benefit of this opportunity. I have, therefore, initiated studies and consultations on the report. These include discussions with the appropriate staff associations.

'At the same time, I should like to say that I very much welcome the tribute which the Committee has paid to the high standard of our overseas services, and particularly to the competence and adaptability of Her Majesty's Diplomatic Service.

'I am sure that the House will join me in thanking Sir Val Duncan and his colleagues for devoting so much of their time to this important task, which they discharged speedily and thoroughly. They have produced a penetrating and objective survey, which has already had a valuable effect in stimulating our own consideration of these problems, and which will be an essential guide through the challenging years ahead.'

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, L51 4JA. (Tel. Leeds 38232. Code: 0532 83232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, M4 4AT. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back – BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271, TELEX 25991, Answer Back – BOTCROMWELL LDN.)

London and South Eastern Region
Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol BS1 3NE.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214, Answer Back – BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back – BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. TELEX 74578, Answer Back – GOVNI BELFAST.)

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Streamlining Diplomatic Service and greater emphasis on commercial work

MORE CONCENTRATION on advanced industrial countries and greater emphasis on commercial and economic work in general are among the recommendations made in a report (the Duncan Report) on the Diplomatic Service presented to Parliament on July 16.*

On the first point the report states: 'For the purposes of designing a system of representation for the mid-1970s, it seemed to us that overseas countries would be divided into two broad categories more sharply distinguished from one another than they are today. One is the category of advanced industrial countries with which we are likely to be increasingly involved to the point where none of us will be able to conduct our domestic policies efficiently without constant reference to each other. This group – to which we refer as the Area of Concentration of British diplomacy – will consist of about a dozen or so countries in Western Europe plus North America. There are also a few industrially advanced nations outside the European/North Atlantic area with whom British relations will be very close and important for different reasons. Examples are Australia and Japan. There is not the immediate prospect here of the mutual commitment in the day-to-day process of Government that there is in Western Europe. But British representation in these countries will have far-reaching responsibilities. The other category of countries comprises the rest of the world. There will be important differences in the kind of representation that will be appropriate, depending on whether the country concerned is in the Soviet bloc, commercially important, politically hostile, economically underdeveloped and so on. But none of them is likely to impinge on the day-to-day conduct of British Government business in quite the way that we expect the countries of the first group to do.'

It also recommends that 'In future our Missions abroad should be divided into "Comprehensive" Missions and "Selective" Missions. Comprehensive Missions would be maintained in the Area of Concentration, namely Western Europe and North America; in the Soviet bloc and China; and in certain other important countries in the Outer Area. Selective Missions would constitute the majority in the Outer Area. The changeover from Comprehensive to Selective Missions should in itself entail a reduction in present staff, although at the outset the streamlined organization may cost only a little less than the existing one.'

On the second point the report says: 'In Britain's present economic situation, commercial work is the most urgent task of our overseas representatives.'

Below are the report's other conclusions regarding the commercial work of the Diplomatic Service:

> Different areas impose different requirements; according to their aptitudes the careers of commercial officials should concentrate on either the area where new export opportunities are to be won by active effort in advanced industrial countries, or in areas where this effort depends more on the traditional intergovernmental diplomatic activity, and also on responsive work to the needs of exporters. We also recommend that the shift of Britain's export promotion resources to the former area should continue.
>
> The majority of Selective posts should specialize in commercial work, and special attention will have to be paid to the quality of the commercial departments of Comprehensive Posts in growth markets.
>
> A survey conducted by the CBI has shown a wide use of the official services, but a need for more rapid communication and closer contact between the commercial service and exporters. There is an equal need for this between Posts and Departments at home.
>
> There should be greater selectivity in responsive work so as to enable more energy to be diverted to initiative work, especially in advanced industrial countries.
>
> We think that the study of other countries' systems of export promotion should be pursued, but we consider that the balance of advantage, given the urgency of the problem, is to build on the present system. In any case the unified Diplomatic Service should be preserved.
>
> Training programmes should be expanded, with more emphasis on techniques of management and market research.
>
> We recommend longer periods in Post, and greater specialization in commercial work. We fully recognize that this will inevitably mean delay in spreading commercial experience throughout the Service.
>
> There should be more cross-fertilization between industry and the Diplomatic Service.
>
> Locally-engaged staff are a vauable asset in British export promotion of which more use should be made.
>
> Subordinate Posts have an important potential for promoting British exports, and they should be more actively used, especially in growth markets like the United States.
>
> Facilities of rapid communication could be more extensively used. Greater use of telex will be necessary. The crucial point at which we believe the existing system can be improved is in the rapid retrieval of data about the capability of British firms to respond to export opportunities. Computerization at the centre is a most important aid to securing this.
>
> We suggest that full use of the overseas commercial service can only be made if the export promotion complex (the 'Export Department') in the Board of Trade is enlarged, and the transfers between it and the Diplomatic Service made more frequent.
>
> We suggest that greater weight should be given to export promotion policy, as compared with intergovernmental commercial policy work, not only in the structure of the Board of Trade, but also in that of the relevant interdepartmental Committees.
>
> Closer co-operation between Government and industry should continue to be encouraged by such joint activities as trade fairs, and by expanding the work of the Overseas Projects Group, particularly in the field of sending task forces overseas to deal with particular projects.

On publicizing Britain overseas, the report says:

'Our views may be summarized by saying that the future task of the overseas information services, especially in the Outer Area, should be to project Britain as a trading nation with a great culture and democratic traditions, rather than as a world power of the first order. This means that resources should be switched away from the attempt to explain British political policies, often in minute detail, to commercial and cultural promotion. Efforts should constantly be made to seek advantageous openings in the latter field and then develop them.'

Streamlining the Diplomatic Service, as recommended in the report, would include a 50 per cent cut in the information field overseas and a reduction of one-third in Service and Defence representation and could reduce total expenditure by 5 to 10 per cent by the mid-1970s.

In a statement on the report to Parliament on July 16, Mr. Michael Stewart, the Foreign Secretary, said:

'The House will recall that last August I invited Sir Val Duncan, Sir Frank Roberts and Mr. Andrew Shonfield to report urgently on the means of obtaining the best value for money from our overseas representation, having regard to our foreign and defence policies and the economic situation and all that these imply for Britain's role in the world.

'Their report is far-ranging and draws many important conclusions. These concern a wide variety of matters, from broad issues of policies and priorities to quite detailed points of management. Some of them concern questions which lie outside my direct

*Report of the Review Committee on Overseas Representation 1968-1969, chairman Sir Val Duncan, Cmnd. 4107, HMSO, price 17s. 6d., 18s. 6d. by post. Sir Val Duncan is chairman of the Rio Tinto-Zinc Corporation. The other members were Sir Frank Roberts, former British Ambassador in Bonn, and Mr. Andrew Shonfield, the economist.

REVIEW OF BOARD OF TRADE EXPORT ACTIVITY

A SEPARATE review of the Board of Trade's export activity was announced by Mr. Anthony Crosland, the President of the Board of Trade in his speech in the export promotion debate in Parliament on June 12. He said: 'I have also set in hand, because I am not yet satisfied that we have achieved completely the right organization, a thorough review of all those parts of the Board of Trade which deal with exports. This review will be conducted by a senior official of the Board who has had recent experience of the work of our commercial posts overseas. I have been fortunate enough to persuade Mr. Hector McNeil*, who is known to many in the House as the chairman of one of our largest exporting companies and chairman of the Export Council for Europe, and Professor Elliott Jaques, of Brunel University, to collaborate in this review and to offer their advice and guidance. In their review they will take fully into account all the points made by the Select Committee in its Report and the evidence, which was put to the Select Committee by the CBI and other bodies.'

**Mr. Hector McNeil received a knighthood for services to export in the Birthday Honours List announced on June 14.*

responsibility. Some are very much in line with thoughts and practices which we ourselves had been developing; others – and I very much welcome this – are novel and suggest new departures in ways of handling the problems concerned.

'While the Government warmly welcome the Committee's general approach, my colleagues and I feel that before we can give a specific endorsement to its conclusions, we need to go further into their probable consequences, their implications for the standard and range of our services overseas, and their effect on foreign policy as a whole.

'The publication of the report will give many persons inside and outside this House an opportunity to consider these issues. I do not think that it would be right for the Government to commit themselves too deeply before they have had the benefit of this opportunity. I have, therefore, initiated studies and consultations on the report. These include discussions with the appropriate staff associations.

'At the same time, I should like to say that I very much welcome the tribute which the Committee has paid to the high standard of our overseas services, and particularly to the competence and adaptability of Her Majesty's Diplomatic Service.

'I am sure that the House will join me in thanking Sir Val Duncan and his colleagues for devoting so much of their time to this important task, which they discharged speedily and thoroughly. They have produced a penetrating and objective survey, which has already had a valuable effect in stimulating our own consideration of these problems, and which will be an essential guide through the challenging years ahead.'

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, L51 4JA. (Tel. Leeds 38232. Code: 0532 83232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, M4 4AT. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back – BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271, TELEX 25991, Answer Back – BOTCROMWELL LDN.)

London and South Eastern Region
Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol BS1 3NE.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214, Answer Back – BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back – BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. TELEX 74578, Answer Back – GOVNI BELFAST.)

Application for removal of import duty on certain ampoule injectors

THE BOARD OF TRADE give notice that they are considering an application for removal of the import duty on certain ampoule injectors which are at present classified ex tariff sub-heading 90.17(b)(3) and dutiable at 13 per cent *ad valorem*.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than August 15, 1969.

Application for temporary exemption from import duty

THE BOARD of Trade are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 6

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.06	2-Naphthol	Beta Naphthol	December 31, 1969	13034
29.13	Indanetrione hydrate	Indanetrione	December 31, 1969	13079
29.14	Cobaltous acetate	Cobalt acetate approx. 24% Co.	December 31, 1969	13319
29.15	Maleic anhydride	As in previous column	November 4, 1969	10674
29.29	Cyclohexanone oxime	As in previous column	December 31, 1969	7965
29.31	Dimethylxanthogen disulphide	Dimethylxanthic disulphide (BSI-dimexan)	December 31, 1969	13316
29.35	Butalamine hydrochloride	3 Phenyl 5 dibutylamino-ethylamino 1, 2, 4 oxadiazole hydrochloride	December 31, 1969	13312
	Glycine - 6 - hydroxy - 2H - pridazin-3-one complex, sodium derivative	2 - aminoacetate - sodium - /3/ - oxo - Pyridazinol - 6' monohydrate Glypondin	December 31, 1969	13299
	Piritramide	As in previous column	December 31, 1969	13317
	Quinuronium sulphate	As in previous column	December 31, 1969	13310

Focus on Finland—correction

IN THE ARTICLE on page 14 of the *Board of Trade Journal* of July 2, entitled 'Focus on Finland', reference was made to the British trade drive in Finland for 1969. In fact the trade drive itself is being held during 1970 and will be known as 'Britain in Finland 1970' (see *Board of Trade Journal* of January 31, page 267).

Consideration of mergers

British Insulated Callender's Cables Ltd. and Associated Electrical Industries Cable Ltd.

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed acquisition of the supertension cable business of Associated Electrical Industries Cables Ltd. (GEC-EE Group) by British Insulated Callender's Cables Limited, to the Monopolies Commission under the provisions of that Act.

In accordance with the announcement which Mr. Anthony Crosland, President of the Board of Trade, recently made that he intended to seek assurances on certain matters in merger cases somewhat more freely than in the past, the Board of Trade have sought and received from BICC assurances relating to:

(a) consultation with the Department of Employment and Productivity about any significant manpower changes which result from rationalization arising out of the acquisition;
(b) the observance of the principles, especially those concerned with prior consultation with employee representatives, set out in the booklet 'Dealing with Redundancies', published by the Department of Employment and Productivity; and
(c) consultation with the Distribution of Industry Department of the Board of Trade about the employment effect of the merger on the Government's regional policies.

The other two manufacturers of supertension cable, Pirelli General and Enfield-Standard Power Cables, have also entered into an arrangement designed to bring about rationalization in the production and marketing of these cables. It is not the intention of the Board of Trade to refer this proposal to the Monopolies Commission.

In reaching his decision not to refer the proposals to the Monopolies Commission, the President of the Board of Trade took into account the view of both the Industrial Reorganization Corporation and the Central Electricity Generating Board, who are the principal buyers in the United Kingdom of supertension cables. These mergers have been promoted by the IRC following an extended study of the industry. The CEGB consider that these moves are an acceptable solution in the light of the problems of the industry.

Leasco Data Processing Equipment Corporation and Pergamon Press

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that it is not their intention to refer the merger between Leasco Data Processing Equipment Corporation and the Pergamon Press Ltd., to the Monopolies Commission under the provisions of that Act.

Leasco have given assurances relating to the maintenance and expansion of Pergamon's existing business, the purchase of British computer hardware where this is technically and commercially feasible, the development of information retrieval and computer services within the United Kingdom, and the maintenance of a substantial British minority shareholding in Pergamon.

Appointment of Assistant OR in North-West

MR. PETER HIGGINS has been appointed Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Ashton-under-Lyne and Stalybridge, Bolton, Manchester, Oldham, Rochdale, Salford, Stockport, Warrington and Wigan. This appointment took effect on July 21.

Annual report of LOB

THE ANNUAL REPORT of the Location of Offices Bureau, published on July 16 (price 2s. 6d), points out that offices to rent in the South-east became increasingly scarce last year and there had been few office development permits granted to firms wishing to build their own. Firms tended to remain in London rather than move to places which they regarded as too far. Stating that clients of the bureau moved out of London 10,996 office jobs compared with 14,002 the previous year, Mr. E. J. Sturgess, chairman of the bureau, says that this is the outcome of the Government's policy of restricting the grant of office development permits over a wide area outside London as well as within it. Decentralization is being handicapped in the interest of a wider policy.

An article on the work of the Location of Offices Bureau appeared in the *Board of Trade Journal* of April 18.

Government welcome for £8 million bus factory scheme in Cumberland

BRITISH LEYLAND and the National Bus Company announced on July 15 that they are to build a completely new bus factory in Cumberland costing £8 million. The factory will be operated by a new company, Leyland National Company Limited, which will be jointly owned on a 50-50 basis by British Leyland Motor Corporation and the National Bus Company.

The new plant, which will be managed by executives of British Leyland's Truck and Bus Division, will cover 10 acres of a 40-acre site on the Liddyhall Trading Estate at Workington. It will provide new employment for 400 men in the area by 1971, with the prospect of this rising to 525 after five years. Construction work will start in the very near future.

The agreement was welcomed in the following joint statement by Mr. Anthony Crosland, President of the Board of Trade, and Mr. Richard Marsh, Minister of Transport:

'The Government welcomes the agreement, announced today, for setting up a new company for the manufacture of buses which will bring together British Leyland and the National Bus Company – which operates most of the country's buses outside the municipalities.

'The project for building a new plant in West Cumberland will bring much needed jobs to the area and will contribute to its future prosperity.

'This close partnership between the biggest manufacturer and the biggest operator in the bus industry will benefit other operators, and through them the public. The new manufacturing methods which will be adopted will help in keeping costs down, while the introduction of a new bus designed to an improved specification will offer higher standards of comfort, safety, and performance as well as easier maintenance – all important factors in the ability of the operators to offer a better service to the travelling public.

'There will also be substantial opportunities in the field of exports.

'An assurance has been given that, subject to the normal commercial practice of relating price to volume, there will be no discrimination in the supply of buses, or in the prices to be charged, in favour of the National Bus Company as against other bus operators in this country. In the light of this assurance, and of the benefits which will follow from the project, it is not the intention of the President of the Board of Trade to refer the proposal to the Monopolies Commission.'

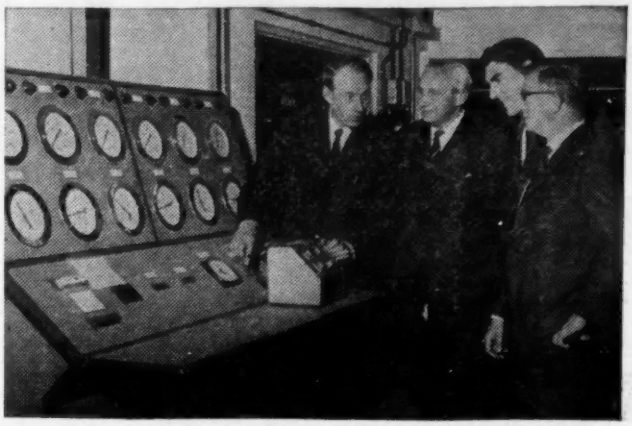
Carpet project for County Down

WRIGHT INDUSTRIES LTD., a wholly owned subsidiary of Wright Holdings, Dublin, are to establish a carpet production plant in a 51,000 sq. ft. Government factory at Newry, Co. Down. The new operation will be one of the most advanced in Europe incorporating every feature of modern carpet technology and textile dyeing. Production will go to the contract and residential trades and will secure valuable exports in North America and continental Europe. Giving the news on July 10, Mr. Roy Bradford, Minister of Commerce, said that an initial labour force of 46 would increase to 165, 155 of them men, after four years. Construction of the new factory will begin shortly and it is expected to go into production in mid-1970.

£150 million BSC development plan for North-east

A PLAN TO BUILD a giant new steel plant and rolling mills at Scunthorpe, Lincolnshire, at an estimated cost of £130 million has been announced by the British Steel Corporation. The corporation has also agreed in principle plans to develop an iron ore terminal at Redcar, Teesside, at a cost of £15 million, and, subject to the outcome of a study now in progress, to develop either an ore terminal on the Humber, at a cost of £5 million, or a rail link with Redcar to supply ore to Scunthorpe.

These proposals are part of a capital investment programme designed to increase the corporation's crude steel output from 23.6 million tons in 1968 to between 30 million and 34 million tons a year by 1975.



Mr. G. H. Goodwin (left), senior product engineer of the Walker Crosweller Group, Cheltenham, showing Mr. John Richards (second from left), senior commercial officer at the British High Commission in Melbourne, Australia, around the company's research and engineering department recently. With them are Mr. M. Hiscock (second from right), Walker Crosweller Group export manager, and (right) Mr. L. Eggleton, senior export officer at the Board of Trade in Bristol. Mr. Richards was making a tour of major British exporting companies before returning to Australia.

Putting Mintech's research capability to work for industry

THE MINISTRY of Technology was seeking to put its capability for research into closer association with industrial applications, Dr. Jeremy Bray, Joint Parliamentary Secretary at the Ministry, said in Reading on July 14. Dr. Bray, who was opening the conference on Optical Instruments and Techniques held by the International Commission for Optics at the University of Reading, added that the discipline of application was being applied to the shaping of research programmes.

He told delegates: 'Important contributions in optics have been made by Ministry of Technology establishments, including the National Physical Laboratory, the National Engineering Laboratory, and the Laboratories of the Atomic Energy Authority. Grant-aided research associations are also very active in exploring industrial applications of the newer techniques. We are seeking to put this capability for research which has been built up over the years into closer association with industrial applications, applying the discipline of application to the shaping of research programmes.'

Metrication supplement in July issue of 'New Technology'

A FOUR-PAGE metrication supplement is one of the main features of the July issue of *New Technology*, Mintech's monthly bulletin for industry. The supplement is available as a separate leaflet from the Metrication Board, 22 Kingsway, London, W.C.2, and from Mintech Regional Offices.

The July *New Technology* also discusses new lightweight techniques, developed at Mintech's Fire Research Station, for explosion-proofing electrical and other spark-producing equipment; and a feature by an industrialist describes how these techniques have been put into practice. UKAEA Harwell's Post-Graduate Education Centre, and the wide range of courses it offers industry, is the subject of another article. The superconductivity project, an account of Mintech/industry/university collaboration in the development of superconducting materials and devices, is also described.

Business Statistics Office takes shape at Newport

AT A PRESS conference in Newport, on July 16, Mr. M. C. Fessey, the Director of the Business Statistics Office, revealed that the Newport branch of the office now has a staff of 140 in temporary office accommodation, fifty of whom have been recruited locally. Further temporary accommodation in the town centre is being prepared for occupation in September and it is expected that 350 staff will be located in Newport by the end of 1970.

A model of an attractive landscape purpose-built office block to be located on a 24-acre site adjacent to Tredegar Park, Newport, was on show and Mr. Fessey said that under the construction timetable they anticipated that entry to the site for preparatory work would be in September this year with a physical start being made on the buildings in February 1970. The first stage of the project due for completion at the end of 1972 at a cost of approximately £2.3 million would provide accommodation for approximately 1,300 people and a computer complex which will be installed in the spring of 1971. As a second stage of the project, the building complex will be extended by additional construction developed as required with the growth of the office's work after 1972.

The Business Statistics Office, which was formerly the Board of Trade Census Office, is being moved from Eastcote, Middlesex, to Newport as part of the Government policy to disperse offices from the London area. Newport was chosen after considering a number of other locations, the main advantage being the assurance of adequate source of staff in the vicinity. About 800 of the eventual 1,300 needed in the Stage 1 development will be local Newport and Monmouthshire people, and Mr. Fessey said that the BSO were delighted with the staff so far recruited. As the office developed there would be openings for various types of jobs and the Board of Trade would be looking mainly to the schools to provide suitable young people to train for work in the computer complex as well as on the general work of conducting statistical inquiries.

Mr. Fessey said: 'At present the work of the BSO is divided between Newport and Eastcote. The office is part of the Board of Trade and has been set up as one of a number of steps being taken to improve the collection, processing and dissemination of business statistics. Eventually the whole office will be located in the new building at Newport and will be responsible for collecting all business statistics including most of those at present collected by other Government departments' own statistical divisions.

'The present five-yearly inquiry concerned with production statistics called the Census of Production is not really satisfactory and will be gradually superseded by quarterly inquiries into sales of goods produced by the various industries. As each industry inquiry is brought into being, the work of conducting the inquiry will be carried out by the staff at Newport. The Newport office will also conduct the next Census of Distribution for 1971, concerned with the retail and certain service trades. The BSO will not just provide statistics for the Government, but will have great regard to the needs of industry and it is intended eventually to set up a Data Bank for the purpose of supplying detailed statistics covering a wide range of industrial and commercial activities.'

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

British commercial representatives overseas—amendments

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* on June 18, 1969, should be further amended as follows:

CAMBODIA – *Delete* 'Mr. P. J. Murphy'.
Substitute 'Mr. A. J. Johnstone'.

FRANCE – BORDEAUX. *Insert* 'Mr. K. S. Butler' (Consul-General).

GERMANY – BONN. *Delete* 'Mr. J. L. Taylor'.
Substitute 'Mr. J. Heath'.

ISRAEL – *Delete* the entry for Haifa (the Consulate has been closed).

JORDAN – *Delete* 'Mr. G. W. Hopcroft'.
Substitute 'Mr. A. V. E. Gray'.

SOUTH AFRICA – PRETORIA. *Amend* telex details to '201-44641 a/b P1-44641 PR'.

UNITED STATES – SAN JUAN. *Delete* 'Mr. B. W. Gordon'.
Substitute 'Mr. M. J. A. P. Sullivan'.

Changes proposed in scope of Hotel and Catering Industry Training Board

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, proposes to amend the scope of the Hotel and Catering Industry Training Board. On July 14 she circulated to interested organizations a draft Schedule incorporating the changes which she proposes should be made to Schedule 1 of the Industrial Training (Hotel and Catering Board) Order, 1966 (Statutory Instrument 1966, No. 1347).

Any organization that considers it has an interest in this draft schedule and has not yet received a copy should apply to the Department of Employment and Productivity (168 Regent Street, London, W.1). Observations on the draft schedule should reach the department by August 11, 1969.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act. 1949 the following Patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-Matter
	June 20, 1969	
896,727	Regie Nationle des Usines Renault	Synchronizers for transmission mechanisms.
927,570	Standard Telephones & Cables Ltd.	Multiplex repeater terminal.
996,717	Udo Passavant & Paul Schramm	Method of dewatering sewage sludges particularly sludges of communal origin.
1,008,024	Udo Passavant & Paul Schramm	A method of disposing sedimentation sludge.
1,015,168	Societe d'Applications des Machines Motrices.	Hydraulic reciprocating motors.
1,018,879	Gevaert Photo-Producten N.V.	Non-curling multilayer material.
1,025,163	Brown, Boverie & Company Limited	A contact arrangement for electrical circuit breakers.
1,035,442	Gevaert Photo-Producten N.V.	Photographic stripping film.
1,045,509	White & Son Limited	Packaging.
1,061,998	Regie Nationale des Usines Renault	Improvements relating to disc brakes.
1,064,369	Ateliers Heuze Malevez et Simon Reunis S.A.	Gas-tight butterfly valve.
	June 25, 1969	
1,019,028	Edward Thomas Armstrong	Hypothermia apparatus.
1,025,379	Paillard S.A.	Arrangement for feeding ink into the output nozzle of a writing instrument.
1,042,068	Entreprises Campenon Bernard	Bridges and to methods and apparatus for the construction thereof, particularly large multiple bay maritime bridges.
1,116,311	Fairey Engineering Limited	Servicing arrangements for nuclear reactors.
1,122,981	Fairey Engineering Limited	Improvements relating to grabs for use in nuclear reactors.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

Patent Office.

Aviation and Shipping

Merchant Shipping Bill published

THE MERCHANT SHIPPING BILL was published on July 18. Following the seamen's strike in 1966 a Court of Inquiry into certain matters concerning the shipping industry was set up under the Industrial Courts Act, 1919, with Lord Pearson as chairman. Its terms of reference included a review of the Merchant Shipping Acts relating to the terms and conditions of service of seamen.

In its Final Report (Cmnd. 3211) the Court of Inquiry made detailed recommendations for a new Merchant Shipping Act dealing with seamen.

The Queen's Speech of October 1968 said that the Government will bring forward proposals for amending the Merchant Shipping Acts in accordance with the recommendations of the Court of Inquiry.

The Merchant Shipping Bill implements the recommendations of the Pearson Report.

Clauses 2 to 18 deal with arrangements for engagement and discharge of crews from ships, the crew agreements governing their conditions of service at sea and the arrangements for payment of their wages. Clause 2 requires an agreement for each seaman to be approved by the Board of Trade but there is provision for exemptions. Clauses 4 to 6 enable discharge to be controlled particularly in relation to seamen discharged abroad Clauses 8 to 18 govern the payment of wages and provide for their protection subject to authorized deductions.

Clauses 19 to 23 provide for certain matters of health and welfare. such as crew accommodation on ships, food and water for crews, and medical supplies and treatment.

Clauses 26 to 41 deal with discipline at sea. Clauses 26 to 32 set out a statutory code of offences including dangerous misconduct, neglect of duty, disobedience and absence without leave. Clauses 33 to 38 refer to disciplinary offences which may be dealt with by the master or a disciplinary committee on the ship. Clauses 39 to 41 provide that damages for breach of contract for absence without leave or losses due to breach of immigration laws shall be limited to £100 or £10. Losses due to smuggling would also be recoverable from seamen.

Clause 42 deals with trade disputes. It provides that the Conspiracy and Protection of Property Act, 1875 shall apply to seamen, and makes provision enabling seamen to leave the ship in contemplation or furtherance of a trade dispute after the ship has been safely moored in the United Kingdom.

Clauses 43 to 51 will enable regulations to be made about manning and qualifications of seamen, the issue of certificates and the recognition of other qualifications. Clauses 51 to 61 deal with inquiries into deaths, misconduct and casualties.

Clauses 62 to 66 deal with the relief and repatriation of seamen who have been left behind from their ships at overseas ports as a result of, for example, desertion, sickness or injury and also with the disposal of the property of deceased seamen. Clauses 72, 73 relate to returns of births and deaths on ships.

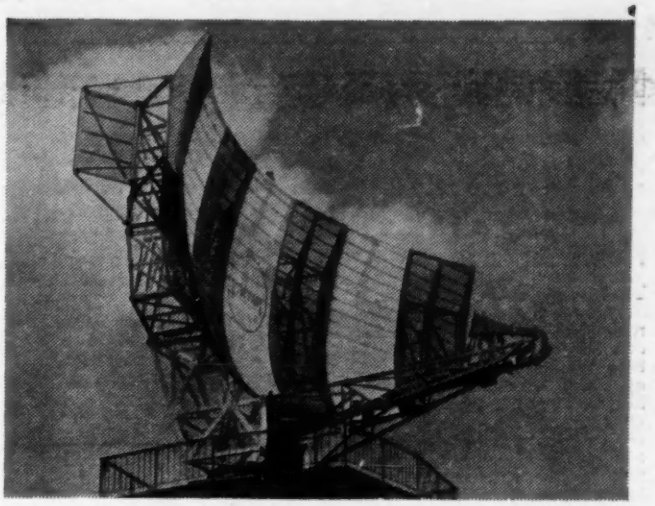
Clauses 76 to 83 deal with stowaways and Merchant Navy uniform. Other clauses relate to documentation, administrative arrangements and provisions about applications and extensions.

Holland-Martin Report on Trawler Safety

THE HOLLAND-MARTIN Report on Trawler Safety will be published at 2.30 p.m. today (July 23) (Cmnd. 4114). Copies will be available from HMSO, in London, Edinburgh, Cardiff, Manchester, Bristol and Birmingham.

In addition special arrangements have been made for copies to be available at publication time from: A. & R. Milne & Wyllies, 247 Union Street, Aberdeen; A. Brown & Sons, 24-26 George Street, Hull; Mercantile Marine Office, Murray Street, Grimsby; Customs House, Station Road, Fleetwood; Customs House, Lowerstoft.

The Report (Cmnd. 4114) is priced at 14s. 6d.



A Plessey AR-5 (23 cm) air surveillance radar equipment has been ordered for Dublin Airport. It will be used for long-range air surveillance and also to provide good close-in cover for approaching and departing traffic. This high-power equipment has a range of up to 200 nautical miles and high cover up to 80,000 feet.

Examination of skippers and second hands—revised regulations

A REVISED EDITION of the Regulations for the Examination of Skippers and Second Hands of Fishing Boats (formerly EXN 1 Fishing), issued by the Board of Trade, became available from July 14 under the title 'Examinations for Certificates of Competency: Skippers and Second Hands of Fishing Boats: Regulations'. The Regulations set out the qualifications required, and contain syllabuses and timetables for the examinations. Specimen examination papers, formerly included in the Regulations, are now published separately as 'Certificates of Competency: Skippers and Second Hands of Fishing Boats: Specimen Papers'.

Copies of the Regulations and specimen examination papers, priced 6s. and 2s. 3d. respectively, can be obtained from HMSO, 49 High Holborn, London, W.C.1, or branches, or priced 6s. 4d. and 2s. 7d. by post from HMSO, PO Box 569, London, S.E.1.

Commission on Third London airport social survey of short-listed sites

THE COMMISSION on the Third London Airport proposes to obtain further information about the way in which local life would be affected if the Third London Airport were constructed on any of the four short-listed sites. The object of the survey will be to define the main characteristics of individual and social life as they exist at the moment, and in particular, to establish the nature and strength of the ties which may exist to the localities concerned. This is not a public opinion poll but a fact-finding survey intended to supplement the information presented at the local hearings now being held.

The survey will take place in the areas directly covered by the four sites and in adjacent areas likely to be seriously affected by aircraft noise. The Department of Sociology of the University of Essex are to be engaged as consultants to plan the survey and report on its findings. A firm of market research consultants will be engaged to carry out the survey. The Commission would be very grateful for the co-operation of all who may be concerned in this work.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, JULY 11

Trade with Rumania

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked to give details of the foodstuffs which the United Kingdom had been committed to take in the recent trade agreement with Rumania. She replied that contracts had recently been signed between certain British firms and Rumanian organizations under which British firms would supply irrigation equipment and machinery to Rumania and other British firms had undertaken to purchase foodstuffs from Rumania. The foodstuffs involved were grain, meat and meat products, fresh fruit such as peaches, melon and grapes, fruit pulp, peppers and aubergines, all of which might already be imported without quantitative restriction under existing arrangements; small quantities of other foodstuffs would be imported within the prescribed quotas.

UK tourists in Spain

A member inquired what estimate had been made of the total expenditure to date by United Kingdom tourists in Spain since the introduction of the £50 tourist allowance; what proportion this represented of total United Kingdom tourist expenditure overseas during the period; and what were the corresponding figures for the corresponding period preceding the introduction of the allowance. Mr. William Rodgers, Minister of State, Board of Trade, said that estimates were readily available only for the calendar years shown below. The large increases in the figures for Spain for 1968 were partly a consequence of exchange advantages there following devaluation.

	Overseas tourist expenditure by UK residents†		
	(a) In Spain‡	(b) Total	(a) As a percentage of (b)
	£ million		
1965	40·5	250	16·2
1966	41·7	253	16·5
1967	39·5	226	17·5
1968	46·4	221	21·0

†Excluding expenditure on business visits abroad, and international sea and air fares.
‡Including the Canary Islands.

Board of Trade statistical surveys

Answering a request to list the names of those departments, and other agencies of the Board of Trade, who had carried out statistical surveys into industry and employment over the last five years, Mr. Edmund Dell, Minister of State, Board of Trade, said the great majority of statistical surveys carried out by the Board of Trade were conducted by Statistics Division, including the Business Statistics Office. A few surveys, for the most part occasional and some on a very small scale, had also been conducted during the past five years by the following Divisions: Accountants; Civil Aviation; Distribution of Industry; Economic Services; Industries; Insurance and Companies; and Tariffs. There was no commonly accepted definition of what constituted an agency of the Board of Trade. Mr. Dell said he would write to the Member about this part of the question.

In answer to a further question, Mr. Dell gave the following list of the surveys which the Business Statistics Office (before January 1, 1969, the Census Office) had completed since 1965 or was at present engaged on:

Production Statistics

Census of Production for 1963:
Inquiry into Business Expenses and Receipts – supplementary to Census of Production for 1963:
Inquiry into expenditure on scientific research and development – annually since 1967:
Census of Production for 1968:
Inquiry into Construction Industry – annually 1964-1967, included in Census of Production for 1968:
Inquiry into Textile Converting for 1968:
Monthly inquiries into production – 44 inquiries; 2 others have been discontinued;
Quarterly inquiries into production – 39 inquiries; 3 others have been discontinued:
Inquiry into Printing and Publishing – quarterly since fourth quarter of 1968.

Distribution and service trade statistics

Sample Census of Distribution for 1966.
Post-Census of Distribution inquiries into floor space, self-service, and transport costs for 1966:
Inquiries annually since 1964 into stocks and capital expenditure of:
- catering trades
- wholesale trades
- registered clubs
- entertainment and sport businesses
- taxi and private car hire businesses
- bus and coach service industry
- road haulage contracting industry
- property owning businesses (except 1966)
- retail trades (except 1966)
- motor trades (except 1968)
- merchant converting (1964 only)
- finance houses (1965 only)
- check trading businesses (1965 only).

Miscellaneous inquiries

Inquiry into cost and usefulness to industry of government statistics 1966:
Inquiry to cinematograph exhibitors and film distributors; 1967 and 1968:
Inquiry into capital expenditure in relation to Local Employment Acts: quarterly since 1967.

TUESDAY, JULY 15

Duccio painting

Lord Brown, Minister of State, Board of Trade, replied to a debate in the House of Lords arising from the report of the Parliamentary Commissioner for Administration concering the auction of the Duccio painting. (*Hansard*, cols. 240-252).

National Exhibition Centre

'I wholly accept the urgent need for a National Exhibition Centre,' said Mr. Anthony Crosland, President of the Board of Trade, when asked if he would set up a committee of inquiry into the possibilities and economic advantages of siting a permanent exhibition centre in Great Britain. 'My concern is to see the project become a reality at the earliest possible date, and I do not think that a committee would help with this.'

Average import and export prices

Answering a question on the rise in average import and export prices since devaluation, Mr. Dell said between October 1967 and May 1969 the unit value indices for imports and exports increased by 14 and 10 per cent respectively.

Imports of timber

Mr. Dell was asked for his estimate of expenditure overseas on timber in every form, including pulp and paper, in each of the next five years; what proportion of the total consumption figure he estimated would be met by home-grown supplies; and what steps he would take to stimulate import substitution in the interests of the balance of payments situation. Mr. Dell replied that no such estimate was available, but the proportion of total consumption which could be met by home grown timber was necessarily very limited. The Departments concerned were aware of the need to encourage the best use of indigenous supplies.

WEDNESDAY, JULY 16

Birmingham Bankruptcy Court

Stating that the Birmingham Bankruptcy Court sittings have had to be increased because the number of bankruptcies had doubled, a Member asked the President if he would take steps to relieve small businessmen from selective employment tax and from the effects of high interest rates. Mr. Crosland replied that the quarterly figures for bankruptcies in particular areas were subject to wide fluctuations; the figure for the country as a whole in the second quarter of 1969 was only 7 per cent higher than a year ago. The President continued: 'I do not think that these figures justify special action to help small firms. But the hon. Member will recall my informing the House on April 17 that I intend to set up a committee to consider the problems of the small firm. I hope to make an announcement on this shortly.'

Select Committee on Agriculture

Asked whether he had considered the conclusions reached by the Select Committee on Agriculture, particularly the reference to the Board of Trade in sub-paragraph V of the first paragraph of their Report; the President said: 'Yes, Sir. I am satisfied that my Department give full weight to the contribution which agriculture can make to the solution of our economic difficulties.'

Under-recording of exports

'I hope to make a further announcement on the under-recording of exports shortly,' said Mr. Dell, asked to publish the newly-estimated calculations for United Kingdom exports over the last five years; and whether the recent errors had been eliminated in calculating exports for June 1969. 'The improvements which have been set in train are unlikely as yet to have led to any significant improvement in recording. No allowance was included in the June export figures in respect of under-recording which I estimate on a conservative basis at about £10 million.'

THURSDAY, JULY 17

Bank holidays

In answer to a request, Mr. Rodgers published a table showing the dates on which the next six Easter bank holidays would fall unless the date of Easter should come to be changed in the meantime. The table also gives the dates that have already been announced for the Spring and August bank holidays for the next two years. 'We hope to announce very shortly the dates for these holidays in 1972,' said Mr. Rodgers.

	Bank Holidays		
	Easter Monday	Spring	August
1970	March 30	May 25	August 31 (August 3, in Scotland)
1971	April 12	May 31 (May 3, in Scotland)	August 30 (August 2, in Scotland)
1972	April 3	(To be announced later).	
1973	April 23	"	"
1974	April 15	"	"
1975	March 31	"	"

Parliamentary answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

Proposed airport at Surrey Docks

Mr. William Rodgers, Minister of State, Board of Trade, was asked to consult with the British Airports Authority and the Greater London Council about the possibility of developing a short take-off and landing airport on the site of the Surrey Docks, so that an air service could be operated between Gatwick, Heathrow and the centre of London at cheaper rates than helicopters can provide. Mr. Rodgers said 'The Board of Trade was already associated with the Ministry of Technology, the British Airports Authority, the Greater London Council and other interested parties in assessing the feasibility of VTOL/STOL operation from city terminals (including the Surrey Docks). Until these studies had made further progress a decision to develop a particular site would be premature.'

Foreign aircraft operating in United Kingdom

A Member asked what progress had been made towards applying to foreign aircraft operating in the United Kingdom regulations similar to those which limited the operation of United Kingdom registered aircraft in low visibility. Mr. Rodgers replied that the consultations with the International Air Transport Association and airline interests to which he referred on March 18 had been concluded and he anticipated that the necessary amendment to Article 26 of the Air Navigation Order, 1966, would come into operation on September 1, next.

Landing grounds in development areas

Mr. Rodgers was asked to list the landing grounds available in the development areas, showing which of them were considered suitable for light aircraft of 6,000 lbs. or less only. He said the following aerodromes in the development areas were notified in the United Kingdom *Air Pilot* as available to civil fliers. Because of differences in aircraft performance, it was not possible to classify them in the way suggested although they would nearly all be suitable for use by small business aeroplanes. There were in addition many private unlicensed aerodromes not notified in *Air Pilot* as available but which could be made available with the permission of the owner.

Development Area	Aerodrome
Merseyside	Liverpool
Welsh	*Hawarden
	*Haverfordwest
	Swansea
	*Valley (RAF)
	*Brawdy (RN)
South West	*Lands End
	*Penzance Heliport
	*Perranporth
	*Chivenor (RAF)
	*Culrose (RN)
	*St. Mawgan (Newquay) (RAF)
	St. Mary's (Scillies)
Northern	*Barrow (Walney Island)
	Carlisle
	Newcastle
	*Sunderland (Usworth)
	Tees-side
	*Silloth
	*Acklington (RAF)
	*Ouston (RAF)
Scottish	Aberdeen
	*Barra
	Benbecula
	*Connel
	*Cumbernauld
	*Dounreay
	Glasgow
	*Glenforsa (Mull)
	Inverness
	Kirkwall
	Islay
	*Papa Westray
	Perth
	Prestwick
	*Plockton
	*North Ronaldsay
	*Sanday
	*Stronsay
	Stornoway
	Tiree
	*Westray
	Wick
	*Arbroath (RN)
	*Kinloss (RAF)
	*Leuchars (RAF)
	*Lossiemouth (RN)
	*Machrihanish (RAF)
Northern Ireland	Belfast (Aldergrove)
	*Belfast (Sydenham)
	*Newtownards
	*Enniskillen (St. Angelo)
	*Ballykelly (RAF)

Note: * Available for use only by prior permission of the airport operator.

Replying to several more questions on the construction of airships in Development Areas, Mr. Rodgers said, 'It is not the Government's policy to provide or operate airstrips although the powers to do so are available. It is open to anyone to consider the requirement for a landing strip to serve a particular need—a factory or industrial estate—and, subject to one. I am not aware that the lack of landing strips is inhibiting the use of light aircraft nor planning permission, to take steps to provide that the advice on this subject given in August, 1963, is in need of revision. If there is concern in either of these points, however, I shall be glad to look into the matter.'

THURSDAY, JULY 17

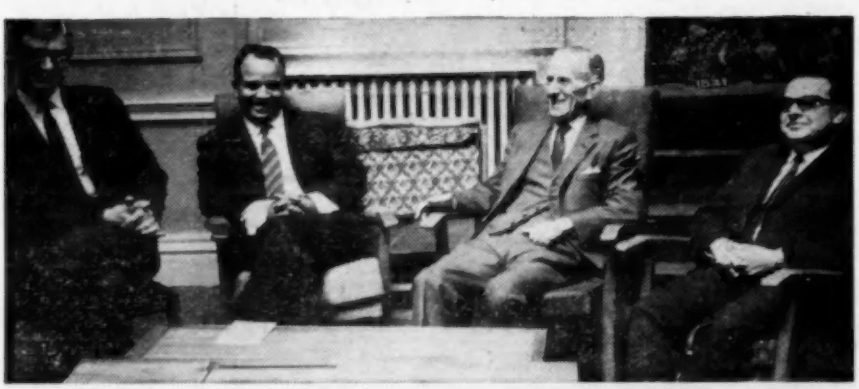
BEA and BOAC

A Member asked about British European Airways and British Overseas Airways Corporation what were the total numbers of employees of all grades, the aggregate value of capital assets including land and buildings, the annual income and expenditure, and the commercial or industrial activities other than the carriage of passengers and freight by air, giving for each separate activity the value of assets employed and the number of employees. Mr. Rodgers said the latest available information would be set out in the Air Corporations' annual reports and accounts for 1968/69, due to be published next month.

Sanctions policy towards Rhodesia

Asked to make a statement on the action he had taken regarding the activities of British shippers on the Baltic Exchange in relation to the sanctions policy towards Rhodesia, Mr. Rodgers said: 'The Board of Trade drew the attention of the Institute of Chartered Shipbrokers in July 1968 to the implications of The Southern Rhodesia (United Nations Sanctions) (No. 2) Order 1968 to transactions carried on by its members, and advised that brokers should satisfy themselves that goods for which they were asked to arrange tonnage for shipment from or to certain ports in Southern Africa were not of Rhodesian destination or origin. We shall be reminding them of this.'

REMPLOY'S £26,000 LIBYAN ORDER



Remploy Limited has won a £26,000 order from a Libyan organization, Esco-Libya, for furniture, bedding, shelving, hardware and leathergoods. Recently Esco-Libya executives visited London and it is hoped that further business between the two companies will follow: Seen at the firm's showroom are (left to right): Mr. F. S. Gerhardt, export manager, Mr. B. Hamid, Esco-Libya, Mr. J. M. Leahy, contracts manager, Mr. G. Youssef, director, Esco-Libya.

This description incorrectly appeared in the July 9 issue (page 126) under a picture which showed Mrs. M. J. Goodall, a director of Procirc Company Limited of Warwickshire, demonstrating the company's contact printing machine to (left to right) Mr. Martin J. Moynihan, Consul-General, Philadelphia, Mr. K. McNamara, Commercial Officer, New York, and Mr. David C. Hall, Commercial Officer, Philadelphia.

On instructions from T. B. Ford Ltd., who are ceasing their paper making activities

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Fourdrinier paper making machine, 75 in. wide with 19 cylinders & modern Carter drive; Masson Scott precision winder 75 in. wide (1955); Leith Walk strainers; Dirtec separators; Midget refiner; Foxboro stuff consistency regulator; 10 beaters; W. & T. chlorinating plant; rag reels, conveyors, choppers & boilers; Nash Hytor vacuum pumps; Karntclog & other pumps; Pivano F.G. 82 H. hydrodynamic self clamp 32 in. guillotine (1968); laboratory equipment including S.P.E. beater & H.P. rotating boiler; Hart 25 cwt. overhead weighing system & King electric block; dial weighing machines; Conveyancer 1 ton electric squeeze clamp truck.

Wednesday, 6th August, 1969

at 2 p.m.

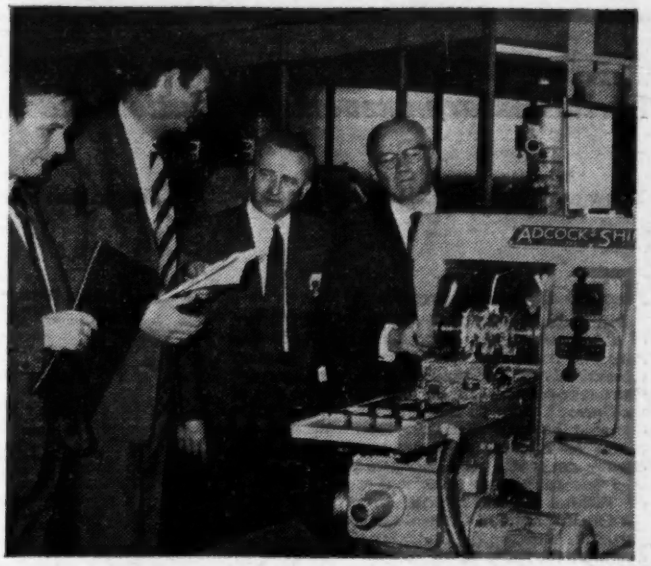
On View: from and including Wednesday, 30th July, from 10 a.m. to 4 p.m. excluding weekend and on morning of sale.

Catalogues from the Auctioneers:

ERS&K EDWARD RUSHTON SON & KENYON

Dashwood House, 69 Old Broad Street, London, E.C.2. Tel. 01-588 4601; or from Kings Court, Exchange Street, Manchester. M2 3AX. Tel. 061-834 1814.

RECORD MACHINE TOOL EXPORTS



A record 86 per cent increase in exports during the past twelve months was announced by Adcock & Shipley Ltd., the Leicester machine tool manufacturers, at their overseas agents' conference recently. The conference, which was attended by 40 delegates from 19 countries, was also told by Mr. Alan Shipley, chairman of Adcock and Shipley, that it was the company's intention to boost exports to 60 per cent of total turnover by 1970. Picture shows some of the agents watching a demonstration of a Model IES milling machine.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
July 30	Miscellaneous stores	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)

Welding generators; miscellaneous electrical and telephone equipment; avometers; bearings; lead acid batteries; electronic valves; 8-tons paint; linen backed litho paper; tin plate lined wooden boxes; plywood boxes and containers; 2 ton tyres, various; miscellaneous vehicle spares; aluminium and other kitchen and table ware; crockery; chairs, including fold flat type; sideboards; tables; large assortment of clothing and textiles, including carpets, various; greatcoats; kit bags; BD blouses; raincoats; ankle boots; shoes; socks and stockings; drill and BS trousers; arctic jackets and trousers; berets; tentage; blankets; scrap leather and cotton and woollen rags etc.

August 5	Miscellaneous stores and equipment	Central Ordnance Depot, Bicester, Oxon.	Midlands Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073).

Perkins P4 and P6 machine and engine spares; Parker and Winget concrete mixers; Warsop power packs; air pump compressors; storehouse trucks; centrifugal pumps; paint sprayers; fork lift trucks; 5-ton portable runways; zinc sheets; miscellaneous machine spares; motor vehicle spares; mule and horse shoes; 15-cwt. platform hoists; miscellaneous caterpillar and tractor spares; electronic valves; electrical copper wire; electrical equipment and spares; wireless, radar and electronic equipment; cap badges (various); tyres and inner tubes; scrap rubber; scrap textiles; cotton shirts; officers coats; cotton jackets and trousers; footless stockings; men's white drawers; men's raincoats and greatcoats; poplin, twill and cotton cloth; white and black ribbon and cotton; No. 1 dress trousers; battledress trousers and blouses; large assortment of miscellaneous stores and equipment.

August 19	Miscellaneous stores	Northern Command Ordnance Sub Depot, Barlow, Nr. Selby	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 0532 20898).

Diesel and electric fork lift trucks; pallet transporters; lathes; Churchill 30" grinder; power hack and other saws; presses; drop hammer; generating and charging sets; welding plant; drilling and boring machines; transporting and lifting equipment; cable; tyres; electrical and wireless and signal equipment; tool kits and tools; fire fighting equipment; electric motors; trolley jacks; metal and wooden boxes; gym equipment; clasp knives; binoculars; ironmongery; cameras; watches; water and pipe fittings; church organ; haversacks; packs; tentage; canvas; carpets; rugs; curtains; ground sheets; webbing; kit bags; household and kitchen equipment; camp equipment; sheets etc.; greatcoats; raincoats; battledress; jerseys; shirts; unworn ankle boots; chairs; tables; wardrobes; lockers; chest of drawers; fold flat tables; stacking chairs; desks; beds etc.; large quantities miscellaneous stores. **Customers attention is drawn to the large quantities of vehicle spares and tools on offer at the Home Office Depot, Darlington. These are believed to be in exceptional condition.**

August 19-22	Vehicles, road making equipment, plant and spares	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Limousines; saloon and estate cars; trailers; trucks, commercial vans; heavy duty trucks; dual purpose vehicles; cranes; coaches; Land Rovers; tippers; angledozers; cranes; scrapers; tractors etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Horizontal borers; bench, pillar and radial drills; universal and tool grinders; gear cutting and testing machines; capstan, turret and centre lathes; universal, horizontal and vertical millers; sawing, shaping and woodworking machines etc. Located at Gosport and Portsmouth, Hants. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4bii(A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. August 14 1969.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1958	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,796		21,788	20,195	20,195	11,372	4,917	1,055	1,020	944	1,752	Series in £ million			
1964	105	128	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	132	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	133	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	133	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	139	133	134	112	104	138	128	134	147	143	169	–47	75	95
1967															
1st quarter	112	132	122	123	107	100	129	124	118	133	138	84	26	– 2	15
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	68	–30	22	2
1968															
1st quarter	114	137	131	134	115	105	137	120	131	145	149	–68	–100	5	49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	140	134	134	111	103	137	128	134	147	139	42	7	10	5
4th quarter	118	142	135	137	113	104	143	144	146	144	142	130	23	38	40
1969															
1st quarter	114	141	139	138	111	102	130	121	128			133	125	– 7	13
1969															
January		141				104									
February		141				101									
March		141				102									
April		141 p				104									
May		142 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year								Series in thousands			4,983	4,211	£ million
1964	162	124	107·0	5·3	103·9	101·9	148·6	361	221	24,567	114	105	–399
1965	165	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 91
1966	154	105	116·5	3·9	110·2	107·3	168·9	325	254	24,834	119	120	5
1967	143	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	–399
1968	143	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–419
1967													
2nd quarter	148	104	119·6	2·6	105·1	107·5	172·8	508	168	24,495	128	122	–107
3rd quarter	146	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	– 21
4th quarter	143	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–280
1968													
1st quarter	142	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	–135
2nd quarter	138	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–134
3rd quarter	138	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 73
4th quarter	143	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 77
1969													
1st quarter	151	134 p	129·7	6·2	122·3	114·1	194·6	499	206		162	154	– 20
2nd quarter					124·1 p	115·0 p		527	195		168 p	162 p	
1969													
January	146	130 p	129·1	6·2	122·0	113·7	194·2	506	208		156	159	
February	149	133 p	129·8	6·2	122·3	114·1	194·7	487	208		158	149	
March	151	134 p	130·3	6·3	122·7	114·4	195·0	504	203		163	155	
April	150 r	134 p	131·7	5·5	123·7	114·8 p	195·1	519	199		166	154	
May			131·3	5·3	123·9 p	115·0 p	195·4	518	196		166	162	
June					124·7 p	115·2 p		543	191		173 p	169 p	

† Not seasonally adjusted.

General assessment of the economic situation

From the article on the Economic Situation ito be published in Economic Trends, *July* 1969. **Note:** *Unless otherwise stated this report is based on seasonally adjusted data.*

IN SPITE OF A slight down-turn in the first quarter of this year, the prospect for total output remains, as in the forecasts published at the time of the Budget, for steady growth over the 12 months ahead at a rate broadly in line with the growth of productive potential.

The volume of consumer spending fell back by about 1½ per cent in the first quarter of this year. This seems to have resulted partly from an irregularity in timing: purchases which might normally have been made in the first quarter were brought forward to the end of last year, probably to take advantage of pre-Regulator prices. This irregularity contributed to a marked swing in the savings ratio, from about 6 per cent in the fourth quarter of last year to about 8 per cent in the first quarter. On the other hand, notwithstanding the relatively marked rise in prices following the November measures, real personal disposable income increased in the first quarter. (In the six months to March this year rpdi was about ½ per cent greater than in the preceding six months).

On the information so far available, there seems to have been no more than a small rise in consumer spending since the first quarter: retail sales and car registrations remained relatively subdued in April and May. The outlook is for some recovery in spending in the latter half of the year, when consumer prices are expected to rise more slowly.

The marked falls in the figures for fixed investment by the manufacturing and shipping industries in the first quarter were probably the result of the bringing forward of payments which might normally have been recorded in the early months of the year, in order to take advantage of the higher rate of investment grants. In the six months to March, fixed investment by manufacturing industry was about 7 per cent higher than in the preceding six months. On the same comparison fixed investment by the distributive and service industries, including shipping, rose by about 5½ per cent.

Replies to the recent Board of Trade investment intentions inquiry suggested that not quite such a large increase in fixed investment was now planned for this year by manufacturing industry as had been implied by the replies to the inquiry of last November. The replies from the distributive and service industries suggested no downward revision. The CBI Industrial Trends Survey for June also suggested rather less buoyant investment plans in manufacturing industry than did their February survey. In preparing the forecasts published in the financial statement it was thought necessary to discount the replies to the earlier surveys somewhat for the effects of changes in both taxation and credit conditions that had taken place since those replies were given. The new surveys seem broadly to confirm the adjustments then made, and recent movements in other forward indicators also suggest that the view of the prospects for investment by manufacturing, distributive and service industries in 1969 that underlay the published forecasts do not need to be revised. The outlook for 1970 is more difficult to assess; a good deal will depend on the effect on investment decisions in coming months of the present (and prospective) phase of monetary stringency.

Expenditure recorded in the first quarter was also reduced by delays to exports resulting from the United States dock strikes and by low deliveries of ships and aircraft. There was a strong recovery in exports in the second quarter which made good much of the shortfall earlier. Exports to the United States increased sharply and high deliveries of ships and aircraft contributed. There was also a marked increase in exports to other main destinations which affected most commodity groups.

Stockbuilding remained high in the first quarter, as in the preceding quarter, and the stock-output ratio recovered sharply. In view of the high proportion of this addition to stocks which was in the form of finished goods it seems likely that part was involuntary. High interest rates and tight credit would in any event already be encouraging companies to economize on stocks where possible.

The retail price index (not seasonally adjusted) rose by nearly 2½ per cent during the first five months of the year. This increase has resulted largely from exceptional rises in some food prices, reflecting severe weather and other temporary supply conditions. The prices of a broad range of non-food products have risen little since the impact of the November indirect tax increases in December and January. Since some of the movement in food prices is likely to be reversed later in the year, and the effect of the increase in the Selective Employment Tax on prices is unlikely to be very great, the outlook is at present for only a modest rate of increase in the index as a whole over the rest of the year. Last year prices rose less than might have been expected relative to costs. The behaviour of prices in the first five months of this year suggests that this tendency has continued, but it is possible that the continuing squeeze on company liquidity will bring some pressure for improved profit margins over the year ahead.

Exports by value rose £27 million in June to a new peak of £594 million. About half of the increase was attributable to the EEC countries. Imports in June rose £39 million to £698 million (figures exclude United States military aircraft); this was an erratically high total, with about half of the rise over May accounted for by imports of food and tobacco which are prone to sharp month-to-month variation.

Exports in the second quarter of this year averaged 5 per cent above the first quarter, indicating a marked increase, even allowing for some distortion as a result of the United States dock strikes, after the first quarter pause. Imports also showed a substantial rise in the second quarter with the first, reflecting a recovery in arrivals from North America following the ending of the dock strikes. Comparing the first six months of 1969 with the immediately preceding six months, imports by value were up 2 per cent; this rise, however, was almost wholly the result of higher prices and the volume of imports was little changed between the two periods.

The visible trade deficit in June amounted to £28 million (excluding United States military aircraft), bringing the average monthly rate of deficit in the second quarter to £34 million against £42 million in the first quarter and £47 million in the second half of last year. In the calculation of the visible trade balance, no credit has so far been taken for the recently-revealed under-recording of exports by some £10 million a month.

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INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

United Kingdom trade in June

Exports

EXPORTS SHOWED a further increase in June to a record total of £594 million, seasonally adjusted. In the second quarter the average was £567 million, 5 per cent higher than the level of £541 million in the first quarter. There has been a marked increase in exports in the second quarter after the pause during the first quarter, even allowing for some distortion due to the United States dock strikes.

Table 1A. United Kingdom trade
Seasonally adjusted — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance†
			Total	Excl. US military aircraft, etc.	
1967	419	15	536	533	- 45
1968	515	18	658	646	- 57
1967 1st quarter	447	16	526	524	- 9
2nd quarter	427	15	530	525	- 37
3rd quarter	421	16	519	515	- 25
4th quarter	381	15	571	566	-108
1968 1st quarter	500	18	647	641	- 59
2nd quarter	486	17	642	633	- 76
3rd quarter	529	19	666	654	- 51
4th quarter	544	19	678	657	- 43
1969 1st quarter	541	18	674 r	657 r	- 42
2nd quarter p	567	21	698	676	- 33 p
1969 January	557	20	666	648	- 12
February	524	15	678	655	- 64
March	543	20	676	665	- 52
April	542	21	690	673	- 59 p
May	567	20	689 r	658 r	- 14 r
June p	594	23	716	698	- 28 p
Jan.-March	541	18	674 r	657 r	- 42
April-June p	567	21	698	676	- 33 p
1st half p	554	20	686	666	- 37 p

†Excluding transactions relating to US military aircraft financed by Exim bank credity. (See Notes.)

Table 1B. Three monthly averages (a)
Seasonally adjusted — £ million per month

1968 July	493	17	649	640	- 76
August	511	18	651	630	- 58
September	529	19	666	654	- 51
October	537	19	667	655	- 43
November	545	19	676	656	- 40
December	544	19	678	657	- 43
1969 January	552	19	675	650	- 25
February	539	18	670	651	- 41
March	541	18	674	657	- 42
April	536	19	681	665	- 58
May	551	20	685	666	- 42
June	567	21	698	676	- 33

(a) Average of month shown and two preceding months. (See Note (c).)

The June total included substantially increased figures for machinery and road motor vehicles, and also a high figure for diamonds. Of the total increase in June over May about half was in shipments to the E.E.C. countries.

Exports to North America in the second quarter were 11 per cent (about £10 million a month) higher than in the first quarter and at about the same high level as was reached in the second half of last year. In addition there were substantial increases to other important markets. Exports to Western Europe were 5 per cent higher than in the first quarter; within this area, deliveries to the EFTA countries grew strongly with a rise of 6 per cent, while exports to the EEC increased by 3 per cent with large increases in shipments to Western Germany and Italy. Exports to the sterling area continued to grow in the second quarter and were 6 per cent higher than in the first; increased deliveries were widespread among overseas sterling countries. Elsewhere there was little change.

EXPORTS f.o.b.
Seasonally adjusted — (£m per month)

	Month	Three-month average
1968		
October	530	537
November	565	545
December	536	544
1969		
January	557	552
February	524	439
March	543	541
April	542	536
May	567	551
June	594	567

Within the commodity pattern of trade exports of machinery increased by 4 per cent. There was also a substantial increase in exports of ships and aircraft, and a marked rise (of 6 per cent) in exports of road motor vehicles despite strikes in the motor industry. Exports of semi-manufactures fell a little, mainly reflecting lower exports of diamonds in the quarter as a whole. There was a big increase in exports of beverages and tobacco partly due to the recovery in shipments of whisky to North America.

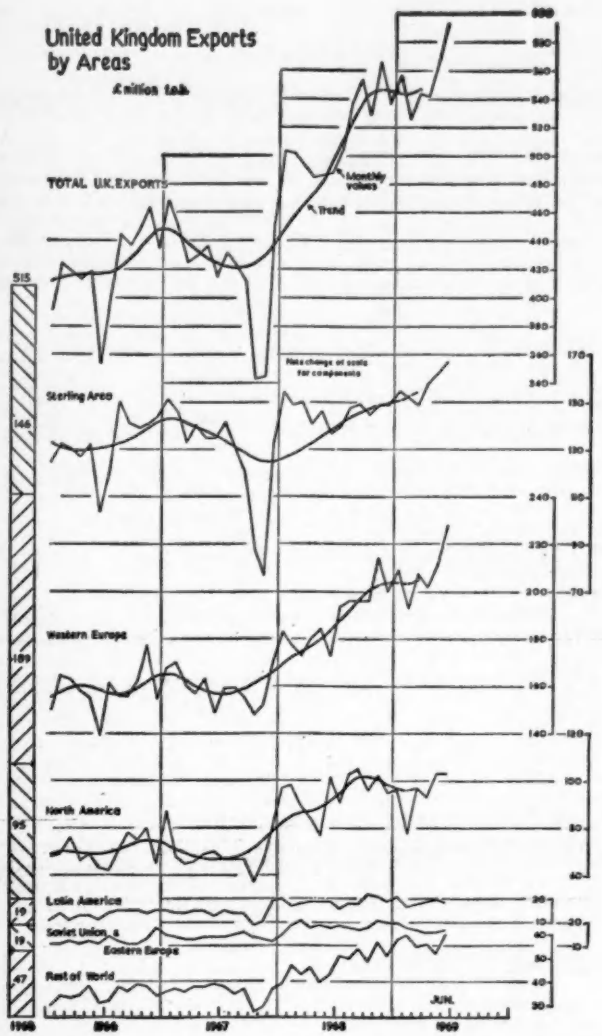
Table 1C
Recorded values — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.	
			Total	Excl. US military aircraft, etc.
1967 1st quarter	444·8	15·4	536·5	535·4
2nd quarter	446·1	15·7	540·1	534·9
3rd quarter	395·0	14·7	507·8	504·1
4th quarter	390·4	15·9	560·3	555·9
1968 1st quarter	501·2	18·8	664·2	657·7
2nd quarter	503·0	17·0	645·6	637·1
3rd quarter	504·0	17·8	648·9	636·5
4th quarter	550·4	19·3	674·3	653·2
1969 1st quarter p	533·5	18·9	686·1	669·0
2nd quarter p	592·9	21·7	705·8	633·8
April	554·1	22·9	708·7	692·3
May	610·7 r	21·0	726·1 r	695·0 r
June p	612·6	20·7	694·4	676·2

Table 2. United Kingdom Exports: Areas†
Seasonally adjusted — £ million f.o.b. per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968	515	146	189	100	71	95	19	19	47
2nd qtr.	486	141	179	94	68	87	19	18	43
3rd qtr.	529	146	195	101	76	99	17	18	51
4th qtr.	544	147	203	109	75	98	21	20	52
1969 1st qtr.	541	152	203	108	78	89	18	18	58
April	542	158	202	104	80	93	19	16	56
May	567	162	211	108	84	103	20	16	52
June p	594	167	228	221	85	103	19	17	60
1st qtr.	541	152	203	108	78	89	18	18	58
2nd qtr. p	567	162	214	111	83	99	19	16	56
1st half p	554	157	208	109	80	94	19	17	57

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.



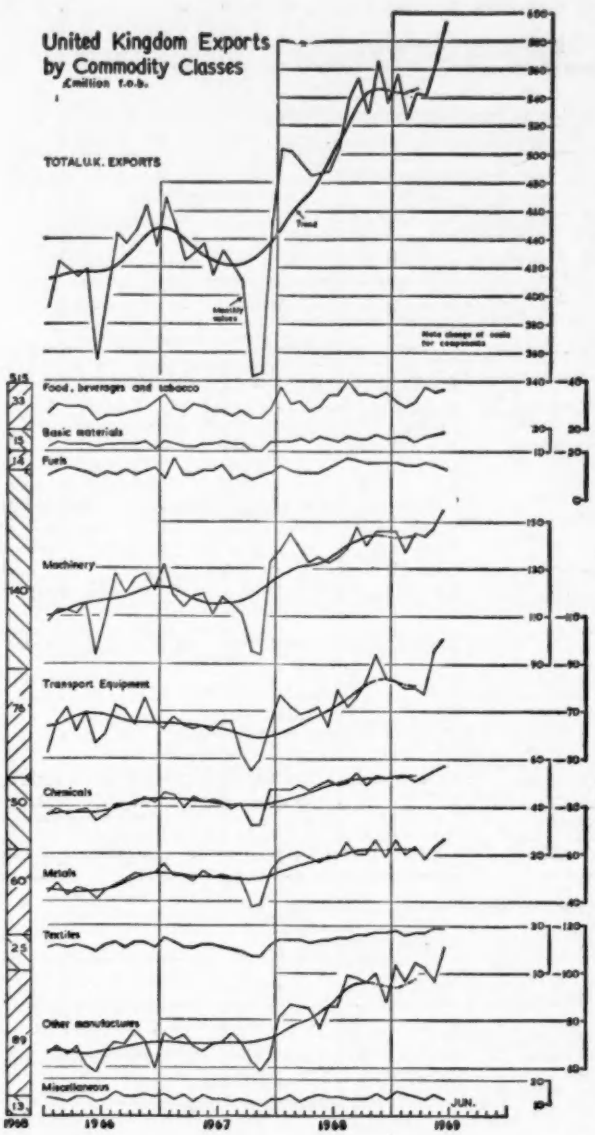


Table 3. United Kingdom exports: commodity classes

Seasonally adjusted

£ million f.o.b. per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1968	515	33	15	14	440	216	140	55	21	50	60	25	89	13
2nd quarter	486	30	15	12	418	205	134	53	15	49	58	24	83	14
3rd quarter	529	36	15	16	451	218	141	58	18	51	61	25	95	13
4th quarter	544	34	16	15	463	229	144	57	29	51	61	27	93	13
969 1st quarter	541	30	15	14	468	222	143	62	21	52	63	27	101	14
April	542	37	16	15	460	222	144	60	17	53	58	27	102	12
May	567	35	17	14	485	241	147	65	28	55	63	29	97	14
June p	594	36	18	12	518	257	155	71	28	57	66	29	111	12
1st quarter	541	30	15	14	468	222	143	62	21	52	63	27	101	14
2nd quarter p	567	36	17	14	488	240	149	65	25	55	62	28	103	13
1st half p	554	33	16	14	478	231	146	63	23	54	63	28	102	13

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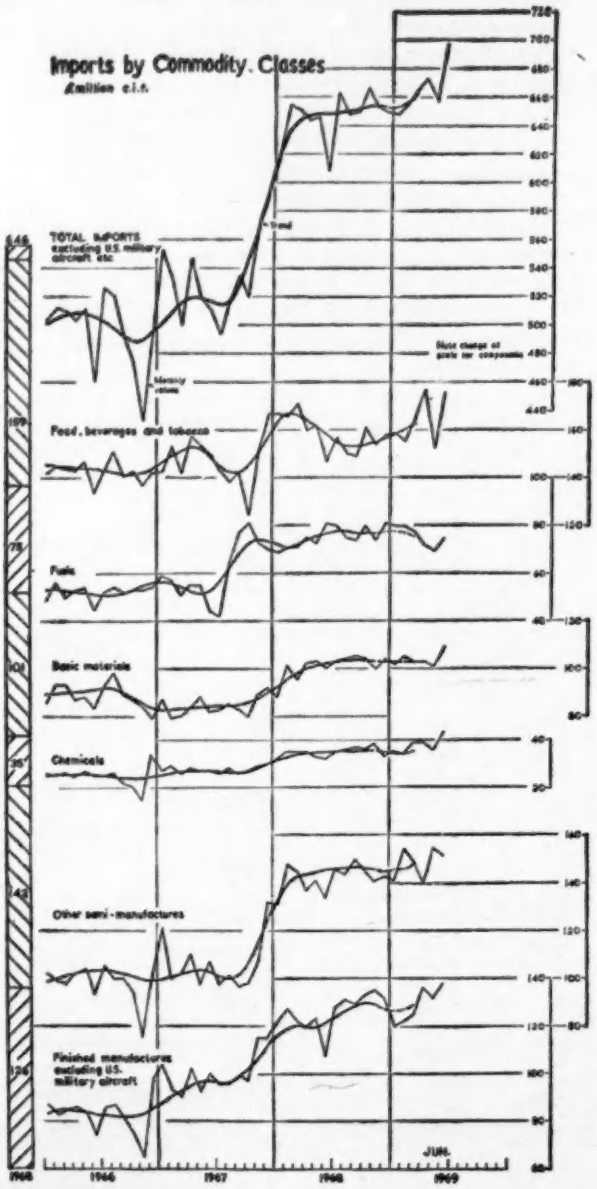


Imports

Imports in June were £698 million (seasonally adjusted and excluding US military aircraft); the total including these aircraft was £716 million. In the second quarter, the monthly average excluding US military aircraft was £676 million compared with £657 million in the first quarter. The rise reflected a substantial recovery in imports from North America, which were depressed by the American dock strikes in the earlier period. Taking the first half of 1969 as a whole, total imports averaged £666 million a month compared with £655 million in the second half of 1968; this rise of 2 per cent was probably almost entirely due to higher import prices, with the volume little changed between the two half years.

IMPORTS c.i.f. Excluding US military aircraft, etc.

Seasonally adjusted (£m per month)

	Month	Three-month average
1968		
October	667	655
November	653	656
December	651	657
1969		
January	648	650
February	655	651
March	665	657
April	673	665
May	659	666
June	698	676

The import figure for June was erratically high. Sharply higher imports of food and tobacco, which vary considerably from month to month, accounted for two thirds (about £25 million) of the increase in the month.

In the commodity pattern of trade, the dominant influence between the first and second quarters was the recovery in imports from North America after the longshoremen's strike. An increase of £9 million a month in imports of food, beverages and tobacco was mainly in North American tobacco and there were also increases of £6 million a month in industrial materials and £13 million a month in finished manufactures. The only major commodity group to show a fall in value between the two quarters was fuel, which is purchased only to a very small extent from North America; these imports decreased by £7 million a month.

In the area pattern there was also a small rise in imports from Western Europe and in arrivals from the Rest of the World group of countries. Imports from the sterling area, however, were lower.

As announced by HM Customs, gross receipts of import deposits in June were £97 million. Total gross receipts from the start of the scheme to the end of June were £641 million. Repayments of deposits collected 180 days earlier continued during June; the total of such repayments brought to account in the month was £68 million.

Other factors in the trade balance

The total credit from adjustments made to the trade account figures in order to derive the visible trade balance (see Note (a)) was £53 million in June compared with the revised May figure of £57 million. The figure for ships built and delivered abroad was little changed from the previous month and the change in the total credit is due mainly to a number of small movements in the other coverage adjustments.

Visible trade balance

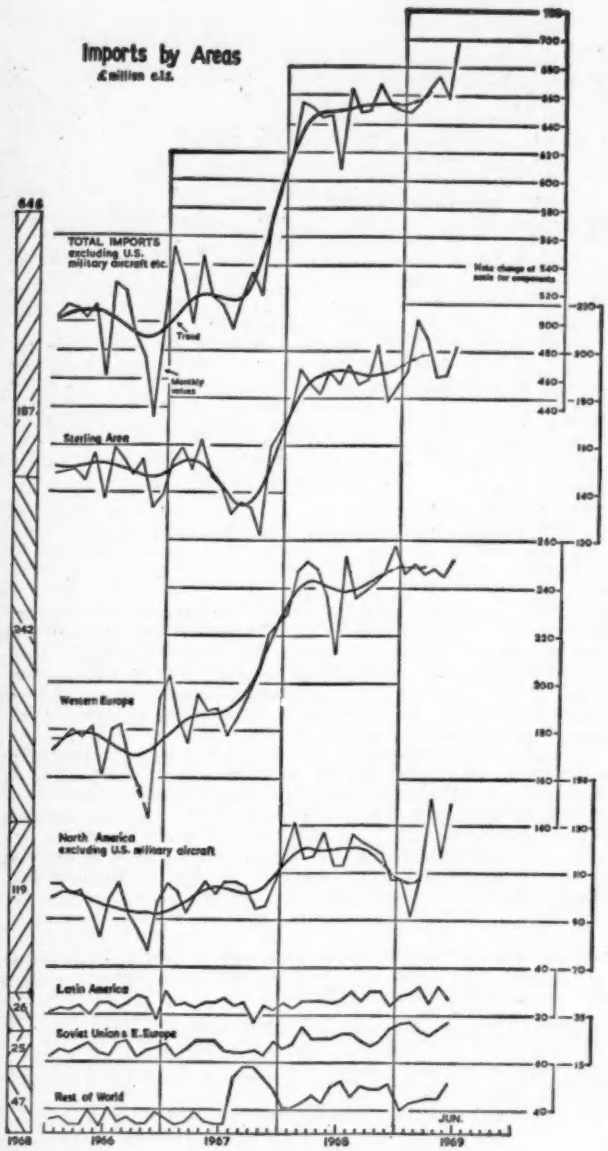
The deficit on visible trade in June was £28 million, seasonally

Table 4. Imports: commodity classes

easonally adjusted

£ million c.i.f. per month

	Total	Total excluding US military aircraft etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968	658	646	159	75	278	101	35	142	138	126	9
2nd quarter	642	633	157	77	272	102	33	137	125	117	10
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
1969 1st quarter	674	657	160	79	287	103	36	148	140	123	7
April	690	673	177	72	282	103	39	140	153	136	7
May	689	658	153	70	292	101	36	155	163	132	6
June p	716	698	176	75	304	109	43	152	156	138	8
1st quarter	674	657	160	79	287	103	36	148	140	123	7
2nd quarter	698	676	169	72	293	104	39	149	157	135	7
1st half p	686	666	164	76	289	104	38	148	149	129	7



adjusted and excluding US military aircraft. This, together with the revised deficit for May, now estimated on the basis of later information at £14 million instead of £20 million, brings the average monthly deficit for the second quarter to £33 million, compared with an average monthly figure of £42 million in the first quarter and £47 million in the second half of last year. No credit has been taken for the under-recording of exports of some £10 million a month in the calculation of the visible trade balance. As explained in the article on UK trade in May† it has been found that the export figures have been affected to a significant extent by the fact that some documents have not been lodged with Customs by exporters and agents. It is not expected that the improvements which have been set in train will yet have had significant effect on the recording; and the conservative estimate of under-recording in June remains at about £10 million.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles, which varies quite sharply between quarters, rose from an average of £20 million a month in 1967 to £31 million a month in 1968, and for the first quarter of this year it averaged £47 million a month.

VISIBLE TRADE BALANCE

Seasonally adjusted (£m per month)

	Month	Three-month average
1968		
October	-66	-43
November	-16	-40
December	-46	-43
1969		
January	-12	-25
February	-64	-41
March	-52	-42
April	-59	-58
May	-14	-42
June	-28	-33

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £9 million a month in 1968 and £11 million a month in the first quarter of this year, and have been made largely out of corresponding loans from the Export Import Bank which are included as a credit in the capital account of the balance of payments.

NOTES

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on July 25† and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‡ for June, due to be published on or about August 27, 1969.

2. (a) **Visible trade balance**

The figures for the visible trade balance are on a balance of payments

(*Continued on next page*)

†Accounts relating to the Overseas Trade of the United Kingdom, June 1969. HMSO, price 30s., by post 32s.

‡ Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1968	658	646	187	242	131	119	26	25	47
2nd quarter	658	633	186	233	127	119	26	25	47
3rd quarter	666	654	189	242	133	121	27	26	49
4th quarter	678	657	189	249	137	116	28	25	50
1969 1st quarter	674	657	204	248	120	103	30	30	42
April	690	673	189	248	158	141	25	26	45
May	689	658	190	245	148	117	32	29	45
June p	716	698	202	252	157	139	27	32	51
1st quarter	674	657	204	248	120	103	30	30	42
2nd quarter p	698	676	194	248	154	132	28	29	47
1st half p	686	966	199	248	137	118	29	30	45

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

UK TRADE, *continued*

basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude "trade gap" which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Accounts (for example on the import side ships built and delivered abroad direct to UK owners) or to remove some items which are in the Accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(b) Purchases of US military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of US military aircraft (including some missiles) which are being financed by the special US Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) Three monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three monthly average gives a quite good short-term guide and has the merit of simplicity.

US and UK lead world invisibles race

THE UNITED STATES AND THE UNITED KINGDOM continue to hold first and second places respectively in the world invisible earnings league, though their share of total invisible credits has slipped slightly as other countries, among them Japan, Yugoslavia and Portugal, have improved their positions. This is the conclusion of a new study of world invisibles, commissioned by the Committee on Invisible Exports from the Economists Advisory Group. It shows that in 1966 the United States and the United Kingdom accounted for 35.8 per cent of invisible credits, compared with 41.3 per cent in 1964 and 47.4 per cent in 1958.

The findings of this survey – the first annual follow-up to the analysis contained in the Committee's report, 'Britain's Invisible Earnings,' published in October 1967 – indicate some levelling off in the rising share taken by invisible receipts in total world trade. The invisibles element is now around 26 per cent, compared with 25.7 per cent in 1964 and 22.5 per cent in 1952.

At £2,624 million ($7,352 million), Britain's gross invisible receipts in 1966 were just over half those of the United States but still almost double the gross invisible earnings of Italy, the third country in the world table. Britain's invisible payments amounted to £2,100 million ($5,882 million). Receipts from invisibles accounted for 33.8 per cent of Britain's total trade and invisible payments to 28.5 per cent.

Between 1964 and 1966 total world receipts from invisible trade rose by 21.2 per cent and payments by 21.1 per cent. Receipts from visible trade rose by only 19.8 per cent over the same period and payments increased by 20.3 per cent. Together the United States and Britain expanded their total invisible receipts by 15.7 per cent.

Within the invisible sector, receipts from foreign travel grew by 28.9 per cent between 1964 and 1966, rather more than the average. Switzerland came first under this heading though Portugal moved up from 15th to 9th place. On the travel payments side, both the United Kingdom and the United States showed reductions, possibly reflecting the efforts of these two countries, for balance of payments reasons, to restrict residents' overseas expenditure on tourist account. In contrast, Germany and France – both countries with generally favourable balance of payments situations in recent years – increased their travel payments.

The United States and the United Kingdom remain the leading recipients of income from overseas investments, accounting for 70 per cent of the world's total earnings. Net investment income in the United Kingdom accounted for 85 per cent of the invisible surplus as a whole. Other countries, notably in Europe, are gaining a rising share of world investment earnings.

DEA, Progress Report, for July

THE JULY 1969 issue of DEA Progress Report was published on July 17. Articles in the current issue are as follows:

Economic Section: IRC – second year; The Little Neddies and the task ahead.

Industrial and Regional Section: Mineral rights – new proposals; A region of opportunity.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Registrations of British and Foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, July 18, 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Farnborough Presents	Br/E 34214	14	July 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd., on behalf of Central Office of Information.
Movietone News 2093	Br/E 34285	8	July 18	" " "	British Movietonews Ltd.
Movietone News 2093A	Br/E 34286	8	July 18	" " "	" "
Pathe News 69-57	Br/E 34337	8	July 18	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-58	Br/E 34338	8	July 18	" "	" "
				FOREIGN	
Monte Carlo or Bust	F 34213	125	July 14	Paramount Pictures (U.K.) Ltd.	Paramount Pictures Corp.
Gentle Love	F 34215	100	July 16	Cinecenta Film Distributors Ltd.	Euro-Images-Films Modernes-Productions Thevenet, Paris
Three in the Attic	F 34216	91	July 17	Warner-Pathe Distributors Ltd.	American International Productions.
The Devil's 8	F 34217	98	July 17	" "	" "
The Illustrated Man	F 34218	103	July 17	" "	Warner Bros.-Seven Arts Inc.

AMENDMENT TO THE REGISTER

The title of the film 'Angelique – The Road to Versailles' (F 33579) registered on October 21, 1968, has been amended to 'Licence For Love.'

Index of industrial production for May

THE PROVISIONAL index of production for May 1969, prepared by the Central Statistical Office, was 142 (seasonally adjusted). For manufacturing industry alone the figure was 146.

For the three months March to May 1969 it is provisionally estimated that production as a whole was 0.3 per cent lower than in the preceding three months, December 1968 to February 1969; for manufacturing industries alone there was no change between these two periods.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Seasonally adjusted

Averages 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries					
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·2	124	118	136	171	146	175	134	153	74	121	110
1968	139·4	81	141·7	126	121	136	183	158	186	140	157	71	132	121
1967 1st quarter	132	86	134	124	116	138	170	154	173	134	153	75	123	108
2nd quarter	133	86	133	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	135	85	137	125	120	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	71	126	119
2nd quarter	138	82	140	124	118	134	181	158	185	138	157	72	127	120
3rd quarter	140	81	143	126	121	136	185	167	188	141	158	72	134	122
4th quarter	142	80	145	129	122	140	189	166	192	143	160	69	141	122
1969 1st quarter	141	79	144	130	125	138	188	174	190	142	160	69	133	129
1968 December	143	81	146	127	123	137	189	170	191	144	159	68	141	128
1969 January	141	80	145	131	126	138	192	172	195	141	156	68	139	128
February	141	77	144	130	125	137	185	177	186	144	161	69	135	129
March	141	78	144	129	124	138	186	173	187	141	161	70	124	131
April p	141	77	146	129	122	140	196	172	200	143	161	69	137	127
May p	142	77	146	129	121	143	195		199	144	162	70	137	120
December-February (av.)	142	79	145	129	125	137	189	169†	191	143	159	69	138	128
March-May (av.) p	141	77	145	129	122	140	192	174†	195	143	161	70	133	126

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
1968	125	124	130	126	129	93	125	164	172	150	132	152	171	149	164
1967 1st quarter	119	119	119	115	113	90	124	152	160	139	121	143	153	142	153
2nd quarter	118	118	120	114	113	90	119	156	164	143	122	142	151	143	158
3rd quarter	115	114	121	115	112	89	124	156	167	140	125	146	152	147	153
4th quarter	119	117	124	119	118	88	123	157	169	138	128	149	163	147	160
1968 1st quarter	120	119	125	124	125	91	126	161	173	144	139	151	167	146	168
2nd quarter	124	123	128	126	130	94	122	164	172	151	129	154	169	149	160
3rd quarter	127	126	133	127	131	94	126	162	171	147	131	153	171	149	163
4th quarter	129	128	133	129	133	95	126	168	175	157	133	152	179	151	163
1969 1st quarter	130	129	134	129	133	96	126	166	170	161	127	154	172	138	182
1968 December	132	133	128	129	134	91	123	165	173	152	144	150	179		168
1969 January	130	129	131	130	135	98	127	165	171	157	129	153	172		163
February	129	128	136	129	133	97	127	166	169	162	123	153	170		189
March	130	129	135	128	132	94	126	168	169	165	128	157	173		194
April p	129	128	136	132	139	98	123	167	171	161	124	159			167
May p	131	130	132	129	135	90	124	168	172	163		155			165
December-February (av.)	130	130	132	130	134	95	126	166	171	157	131†	152			173
March-May (av.) p	130	129	134	130	135	94	124	168	171	163	125†	157			175

† Latest available 3 months (February-April) and previous 3 months (November-January).

WHOLESALE PRICE INDEX NUMBERS

Further copper price rise in June

THERE WAS A 6 per cent rise in the average price of copper in June, bringing the increase to 30 per cent compared with a year ago. As a result the provisional price index for basic materials and fuel used in manufacturing industry rose ½ per cent. The net effect on the index of changes in prices of other materials was negligible: the most marked were a rise of 13 per cent in imported bacon prices and a decrease of 7 per cent in silver prices.

The materials and fuel index has risen 1 per cent, since the beginning of the year, compared with a 3 per cent rise in the previous six months. Food and drinks materials have, however, fallen over 1 per cent so far this year following their sharp rise in the latter part of 1968. Materials and fuel prices in other than the food, drink and tobacco industries have thus been rising since January at a rate similar to that in the previous six months.

There was a slight rise in the provisional price index for home sales of manufactured products in June, mainly owing to higher prices for bacon and cooked ham. This brought the rise in the index to about 1 per cent in the last four months, under half the rate of increase during the previous four.

Materials and fuel used by broad sectors of industry

The effects of steel price increases which took place in mid-June have not been incorporated in the provisional index numbers. Revisions are expected to affect particularly the engineering sector index numbers which, apart from this, were significantly higher in June mainly because of the higher copper price. Index numbers for most other sectors edged upwards. Exceptions were in the textile industries, where the index fell ½ per cent because of lower prices for raw wool, cotton and jute, and in clothing and footwear, where there was a slight fall owing to lower leather prices.

Output of broad sectors of industry: home sales

The provisional index for the paper industries rose ½ per cent in June, largely owing to higher prices for fibreboard packing cases, bringing the rise in the index to 3½ per cent since the end of last year. This rise is more than that for any other sector. The index for food manufacturing industries rose ½ per cent as the result of the rise in bacon and cooked ham prices, and the index for the chemical and allied industries rose ¼ per cent mainly because of increased prices for detergents. Index numbers for other sectors rose slightly or were unchanged in June.

Table 1. Price index numbers of materials purchased **1963 = 100**

1968 SIC		1968			1969		1968			1969					
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p	June	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May p	June p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	116·4	116·1	118·3	119·6	120·4	117·0	118·5	119·0	119·7	119·5	119·5	120·0	120·2	120·8
	Basic materials	116·0	115·5	118·0	119·6	120·5	116·6	118·3	118·9	119·7	119·5	119·5	120·1	120·4	121·0
	†Fuel	119·6	119·7	119·9	119·9	119·8	119·6	119·9	119·9	119·9	119·9	119·9	119·8	119·8	119·8
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	119·5	119·3	120·4	122·3	124·1	119·9	120·4	120·9	122·0	122·3	122·7	123·7	123·9	124·7
	Basic materials other than fuel	119·5	119·2	120·5	122·8	125·1	120·0	120·5	121·2	122·4	122·8	123·3	124·6	124·9	125·8
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	110·1	109·4	113·4	113·7	112·6	110·8	113·9	114·4	114·5	113·6	112·9	112·4	112·7	112·8
Order V	Chemicals and allied industries	115·6	114·7	114·6	115·2r	116·2	115·6	114·5	114·7	114·8r	115·3r	115·5r	115·9	116·1	116·4
311 and 312	Steel industries	114·3	114·2	114·6	115·3	115·6	114·0	114·5	115·0	115·3	115·3	115·4	115·4	115·6	116·0
Order VII (excluding MLH 342)	Mechanical engineering industries	116·6	116·4	117·2	120·0	122·2	116·6	117·0	118·0	118·8	120·2	120·9	121·9	122·2	122·6
Order IX	Electrical engineering industry	129·6	128·1	130·0	136·7	142·8	129·1	129·0	132·2	135·1	137·4	137·7	141·3	142·5	144·8
361	Electrical machinery industry	124·3	122·8	124·0	128·2	131·8	123·6	123·5	125·2	127·0	128·5	129·0	131·0	131·7	132·7
Order XIII	Textile industries	102·2	102·6	104·3	103·7	104·3	102·6	104·9	103·5	104·0	103·6	103·5	104·2	104·7	104·1
Order XV	Clothing and footwear industries	109·8	110·8	112·4	114·2	115·9	110·1	112·4	113·0	113·7	114·2	114·8	115·8	116·1	115·9
Order XVII	Timber industries	119·8	120·7	122·3	124·3	125·9	120·2	122·2	123·1	123·6	124·5	125·2	125·5	126·0	126·4
481-484	Paper industries	115·4	115·8	116·0	118·0	119·3	115·4	116·1	116·2	117·6	118·1	118·4	119·0	119·5	119·5
Order XX	Construction materials	114·7	114·9	115·6	116·6	117·9	114·8	115·6	115·9	116·0	116·7	117·1	117·5	118·0	118·3
Part of Order XX	House building materials	116·7	117·0	117·8	118·9	120·5	116·8	117·8	118·1	118·3	119·0	119·5	120·0	120·5	120·9

† Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.)

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 21.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale prices index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548 for index numbers, and Ext. 3411 for all other information.

Table 2. Price index numbers of output **1963 = 100**

1968 SIC		1968			1969		1968			1969					
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p	June	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May p	June p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	116·6	117·2	118·2	119·5	120·2	116·9	118·0	119·0	119·3	119·6	119·7	120·0	120·2	120·4
	Home sales	115·2	115·7	116·7	118·2	119·1	115·4	116·4	117·5	117·9	118·3	118·5	118·9	119·1	119·3
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	115·2	115·6	116·2	117·0	117·7	115·6	116·2	116·5	116·8	117·1	117·2	117·6	117·7	117·8
	Home sales	112·5	112·8	113·1	114·1	115·0	112·7	113·1	113·3	113·7	114·1	114·4	114·8	115·0	115·2
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Products of the food manufacturing industries: Home sales	114·4	115·1	115·7	117·0	118·0	114·8	115·6	116·1	116·7	117·1	117·3	117·6	117·9	118·5
Order V	Chemical and allied industries: Total sales	108·1	108·6	108·6	109·0	109·7	108·3	108·3	108·8	109·0	109·0	108·9	109·6	109·7	109·9
	Home sales	105·7	105·7	105·5	105·7	106·3	105·6	105·4	105·4	105·5	105·6	105·8	106·1	106·2	106·5
311 and 312	Steel industries: Total sales	107·5	107·9	107·8	108·8	109·3	107·6	107·6	108·1	108·6	108·7	109·1	109·3	109·3	†..
	Home sales	107·2	107·1	107·2	107·6	107·9	107·2	107·2	107·2	107·4	107·6	107·8	107·8	107·9	†..
Orders VII to XII	Engineering and allied industries: Total sales	116·0	116·7	117·4	118·1	118·6	116·6	117·5	117·7	117·8	118·3	118·3	118·5	118·6	118·8
	Home sales	113·2	113·4	113·8	114·9	116·0	113·3	113·8	114·0	114·4	115·0	115·4	115·8	116·0	116·3
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	115·1	115·4	115·8	117·2	118·4	115·3	115·7	116·0	116·6	117·3	117·8	118·3	118·4	118·7
Order IX	Electrical engineering: Home sales	112·8	112·2	112·8	113·7	114·7	112·5	112·8	112·8	113·1	113·8	114·3	114·6	114·7	114·9
Order XIII	Textile industries other than clothing: Total sales	108·2	109·0	110·3	111·6	112·6	108·6	110·1	111·2	111·1	111·7	112·1	112·4	112·6	112·7
	Home sales	107·2	108·0	109·2	110·4	111·3	107·5	109·2	109·8	110·2	110·4	110·7	111·1	111·4	111·4
Order XV	Clothing and footwear: Home sales	108·6	109·1	109·7	110·6	111·1	108·9	109·7	109·8	110·4	110·6	110·7	111·0	111·2	111·2
Order XVII	Timber industries: Home sales	118·9	119·4	119·7	121·3	122·2	119·1	119·8	119·9	120·7	121·4	121·8	122·1	122·3	122·3
481-484	Paper industries: Home sales	113·4	113·5	113·4	116·1	117·2	113·4	113·2	113·4	115·1	116·3	116·8	116·9	117·1	117·5
Order XX	New construction‡	118	120	120	123				120			123			

‡ The index for New Construction (building costs) has now been rebased to 1963 = 100, using weights derived from the Census of Production for the Construction Industry, 1963. The revised index number for the first quarter of 1968 is 116.
† The effect of price rises which took place in June has not yet been calculated.

Table 3 (a). Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1968		1969			1968 SIC		1968		1969		
		June	Dec.	Apr.	May p	June p			June	Dec.	Apr.	May p	June p
101	Coal†	110·1	115·3	115·2	110·9	110·8	271	General chemicals	103·0	103·0	103·6	103·6	104·2
102/2	Slates	120·6	120·6	120·6	120·6	120·6	272	Pharmaceutical chemicals	94·0	93·6	93·9	93·9	93·9
109/3	Salt	93·9	97·2	93·9	93·9	93·9	272	Pharmaceutical preparations	95·8	95·2	94·6	94·6	94·5
211	Flour	122·5	122·5	122·5	122·5	122·5	273	Toilet preparations	121·5	121·8	122·9	123·0	123·0
216	Sugar, refined	94·0	98·7	98·8	96·3	95·8	274/1	Paint	104·3	104·8	104·8	104·8	104·8
217	Chocolate and sugar confectionery	114·6	116·7	122·8	123·0	124·2	275	Soap	116·6	116·8	118·7	119·5	121·2
231	Beer	129·3	138·5	139·2	139·6	139·6	275	Soapless detergents	102·6	103·2	103·2	103·3	105·2
240	Tobacco and cigarettes	126·7	138·4	138·4	138·4	138·4	276/1	Synthetic resins and plastics materials.	96·1	95·8	96·2	96·5	96·7
261/1	Hard coke	113·6	113·6	113·6	113·6	113·6	279/7	Photographic paper and films and photochemical materials.	117·2	117·3	118·4	118·4	118·4
262	Motor spirit, standard grade (including duty).	132·3	141·8	144·1	146·5	146·5	311/2	Steel sheets	102·2	102·2	102·2	102·2	‡..
262	Medium fuel oil (950 secs.)	115·4	113·5	111·7	111·6	111·6	311/2	Tinplate	108·4	108·4	108·4	108·4	‡..
263	Lubricating oils and greases	111·8	111·7	110·1	110·1	110·1	311/2	Other finished steels	107·5	107·4	108·3	108·4	‡..

† This index is based on prices ruling on the last day of the month. ‡See footnote to Table 2.

(*Continued on next page*)

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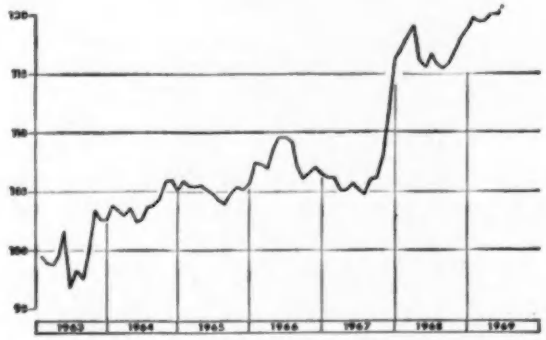
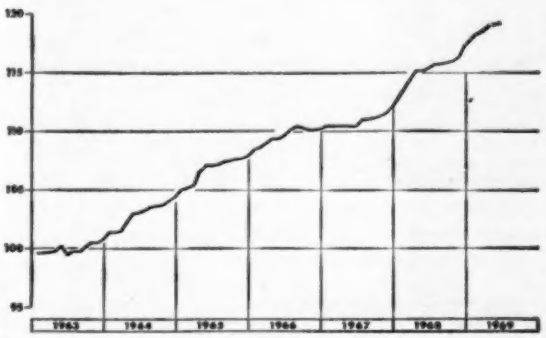
WHOLESALE PRICES INDEX NUMBERS 1963 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

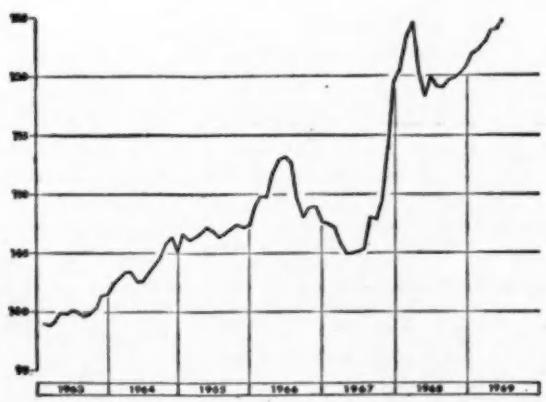


OUTPUT (HOME MARKET)

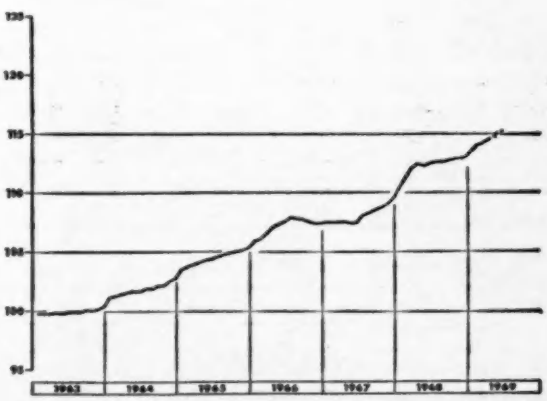


MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED

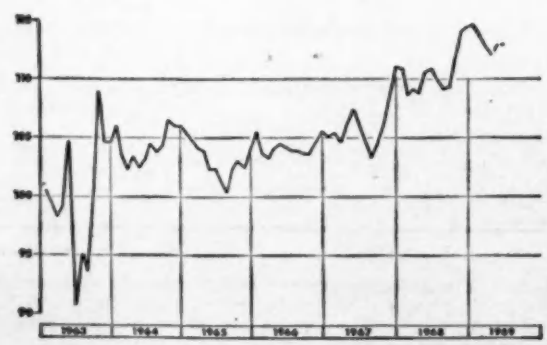


OUTPUT (HOME MARKET)



FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



OUTPUT (HOME MARKET)

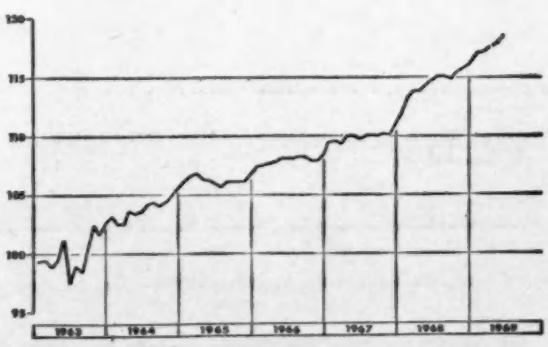


Table 3 (a) (*Continued*). Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1968		1969		
		June	Dec.	Apr.	May p	June p
312/1	Steel tubes	113·7	113·7	114·0	114·0	‡..
313/3 and 313/4	Iron castings	113·4	114·1	117·2	117·3	117·3
321	Aluminium and aluminium alloy products:					
	Rolled	127·8	129·3	134·8	134·8	134·8
	Extruded and drawn	125·3	126·6	134·3	134·3	134·3
	Castings	124·4	127·6	138·6	139·9	139·9
	Forgings	116·3	117·8	117·8	117·8	118·0
322	Brass ingot 65-35, B.S. 1400: B.3 delivered	186·4	221·4	239·6	242·4	244·4
353/1	Dental goods	125·6	125·5	125·2	125·7	125·6
365/1	Gramophone records, etc.	103·8	104·2	104·5	104·5	104·5
368	Domestic electrical appliances	104·8	104·2	104·0	104·2	104·2
391	Tools and implements	117·9	119·6	122·0	123·5	123·6
392	Cutlery, spoons and forks	118·1	118·5	119·0	119·0	119·0
	Cutlery (other than razors and razor blades).	122·2	123·5	123·1	123·1	123·1
	Spoons and forks	139·4	139·8	140·3	140·3	140·3
399/6	Domestic hollow-ware	137·2	137·2	141·9	143·9	144·0
399/7	Vats, tanks, cisterns and other industrial hollow-ware.	108·2	113·4	113·5	113·5	113·5
399/9	Domestic gas appliances	102·0	102·0	102·0	102·0	102·0
411	Man-made fibres	86·4	86·6	87·1	87·0	87·0
412	Man-made fibre yarns	100·2	101·6	101·8	102·1	102·1
412/1	Cotton and cotton mixture yarns.	129·9	135·9	133·5	135·2	..
413/1	Cotton cloth	123·1	128·4	131·9	132·4	..
413/5	Man-made fibres fabrics	106·1	107·5	108·1	108·2	108·2
413/6	Linen	122·4	125·6	125·1	125·1	125·1
414/1	Wool tops	84·0	86·5	85·7	88·0	87·6
414/2	Worsted yarns	96·6	98·8	99·7	101·2	101·4
414/5	Woollen fabric	109·5	111·8	112·3	113·4	113·8
415/1	Jute yarn	135·5	154·7	155·8	155·8	155·8
415/2	Jute piece-goods	135·9	147·0	147·0	147·0	147·0
416	Rope, twine and net	95·4	97·0	98·0	98·5	98·8
417	Hosiery and other knitted goods.	97·5	97·9	98·9	99·0	99·0
419	Carpets and rugs	109·6	113·4	114·1	114·1	114·1
422/2	Canvas goods and sacks	101·5	113·5	108·7	109·4	109·4
431/1	Leather for footwear	122·9	131·4	140·8	141·2	138·7
432/1	Travel goods	114·8	115·8	118·0	118·1	119·0
441-449	Made-up clothing	108·5	109·6	110·7	110·8	110·9
441	Weatherproof outerwear	105·4	105·8	105·9	105·9	105·9
442	Men's and boys' tailored outerwear.	107·4	108·2	108·5	108·5	108·5
443	Women's and girls' tailored outerwear.	112·0	112·2	112·9	113·0	113·0
445/1	Women's and girls' light outerwear.	110·9	112·7	114·4	114·4	114·4
450	Footwear	109·6	110·2	111·4	111·7	111·8
461/1	Refractory goods, including bricks.	112·9	112·9	115·4	115·4	117·2
461/2	Non-refractory goods, including bricks.	109·8	110·3	111·4	111·6	111·7
	Building bricks, fletton, common, *delivered*	112·5	112·5	116·2	116·2	..
	Building bricks, common other than fletton, *ex-works*.	119·8	120·7	119·0	119·5	120·0
462/1	Pottery, electrical ware	113·2	113·2	113·2	113·2	113·2
462/3	Domestic china and earthenware.	124·4	125·3	126·0	126·8	127·5
463/1	Glass (other than containers)	110·7	110·4	112·0	112·1	112·4
463/2	Glass containers	112·9	109·6	113·1	113·1	113·1
464	Cement, delivered	109·0	109·0	109·0	109·0	109·0
469/1	Abrasive paper and cloth	113·8	113·8	113·8	113·8	..
469/2	Cast stone and cast concrete products.	110·6	110·6	110·7	110·7	110·7
471/1	Home-grown hardwood, sawn	108·6	109·7	111·6	111·7	111·7
471/2	Building joinery	125·4	126·7	128·0	127·9	128·0
472	Domestic furniture	117·7	118·6	120·7	120·8	120·8
473	Bedding, etc.	115·4	115·6	118·3	119·2	119·2
475/2	Wooden boxes, packing cases, crates, etc.	119·6	119·3	121·2	122·0	122·0
481	Paper and board	113·4	113·4	116·0	116·0	116·3
482/1	Cardboard boxes, carton and fibreboard packing cases.	114·3	114·9	121·4	121·6	122·6
482/2	Packaging products of paper, etc.	115·0	112·0	113·7	113·8	113·7
	Paper bags	108·7	109·5	112·0	112·0	111·8
483	Manufactured stationery	113·4	114·5	118·5	119·2	119·2
484/1	Wallpaper	130·6	130·8	124·2	124·2	124·2
491/1	Rubber tyres and tubes	105·4	105·4	107·4	109·8	109·9
491/2	Rubber goods (other than tyres and tubes).	108·3	109·5	112·5	112·8	113·6
492	Linoleum and felt base	129·7	129·7	129·7	129·7	129·7
493	Brushes and brooms	111·0	112·8	114·5	115·0	115·0
494/1	Toys and games	114·9	115·6	118·9	119·0	119·0
494/2	Perambulators, etc.	112·8	117·0	119·3	119·3	119·3
494/3	Sports equipment	111·1	111·7	112·8	113·0	113·0
495/1	Pens and pencils	113·2	114·1	114·5	114·5	114·5
495/2	Other stationers' goods	112·0	112·0	115·0	115·0	115·0
496	Plastics products	90·8	90·8	93·4	93·6	93·6

‡ See footnote to Table 2

(*Continued on next page*)

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (*7s.*), No. 10 Woman, Wife and Worker **2s.** (*2s. 4d.*), No. 11 Money for Effort **1s. 9d.** (*2s. 1d.*), No. 12 Human Sciences Aid to Industry **2s.** (*2s. 4d.*), No. 13 The Supervisor and His Job **3s. 6d.** (*3s. 10d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (*3s. 4d.*), No. 15 Training the Adult Worker **3s. 6d.** (*3s. 10d.*), No. 16 How Research Can Help Training **1s. 6d.** (*1s 10d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (*2s. 7d.*), No. 18 Work Flow in Batch Production **3s.** (*3s. 3d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963=100**

	1968		1969		
	June	Dec.	Apr.	May	June
Hides and skins	127·2	143·7	167·9	168·9	161·5
Imported	121·8	138·8	164·0	163·9	152·4
Native	134·4	150·3	173·3	175·7	173·9
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	130·5	131·5	136·7	136·7	136·7
Copper, ex-ship, wharf or warehouse†	205·3	214·0	250·7	251·5	267·8
Lead, ex-ship, wharf or warehouse†	159·1	166·9	178·9	185·6	190·4
Nickel, refined, delivered	140·5	140·5	153·6	153·6	153·6
Tin, ingot, min. 99·75 per cent, settlement price†	143·5	151·6	153·7	156·1	157·2
Zinc, ex-ship, wharf or warehouse†	144·4	148·2	150·3	153·6	155·0
Oil, resins and gums:					
Linseed oil, crude, Argentinian	134·3	126·7	124·9	125·0	124·9
Palm oil, c.i.f., in bulk	97·4	81·7	94·1	91·5	90·8
Whale oil, crude	147·3	131·4	131·4	131·4	131·4
Pyrites, c.i.f., United Kingdom ports	146·8	156·2	156·5	156·5	155·6
Natural rubber	88·6	94·0	112·9	110·4	111·5
Sulphur, crude (for acid making), c.i.f.§	217·6	216·6	205·5	205·5	205·5

	1968		1969		
	June	Dec.	Apr.	May	June
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	113·1	118·1	124·3	123·1	122·7 p
Cotton, raw	111·4	105·7	105·0	106·2	104·9
Jute, raw, PWC grades, c.i.f. Dundee	145·8	175·7	179·0	177·5	175·0
Jute, raw, PWB grades, c.i.f. Dundee	135·8	159·0	161·5	160·3	157·3
Silk, raw, delivered mill	140·0	132·8	129·5	133·0	135·7
Sisal, East Africa, No. 1 Grade, c.i.f. London	53·2	56·4	51·6	52·3	52·1
Wool, raw	86·0	85·3	85·5	85·8	84·8 p
Crossbred, medium and coarse, c.i.f. UK	67·6	71·5	71·0	71·9	71·1
Crossbred, fine, c.i.f. UK	89·2	87·7	87·2	86·0	84·4
Merino, c.i.f. UK	99·8	96·7	95·5	95·9	94·0
Timber:					
Imported hardwood (ex-yard or wharf)	126·0	129·5	131·6	133·1	133·6 p
Imported plywood (delivered to consumers)	125·1	131·1	134·0	134·2	134·2 p
Imported softwood (delivered to consumers)	125·7	129·2	131·5	131·9	132·5
Woodpulp, imported	118·1	119·8	123·0	124·0 p	124·0 p

† L.M.E. means of buyers' and sellers' prices at close of morning session.
§ Revised figure January to March 1969 205·5.

INDEX NUMBERS OF WHOLESALE PRICES:

The index numbers of wholesale prices relating to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased 1954 = 100

1958 SIC		1969		
		Apr.	May p	June p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	122·9	123·1	123·7
	Basic materials	118·3	118·6	119·2
	Fuel	158·9	158·9	158·9
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	127·0	127·2	128·0
	Basic materials other than fuel	121·4	121·6	122·5
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	114·3	114·6	114·7
263 to 277	Chemicals and allied industries§	124·5	124·8	125·0
331 to 349 (excluding 312)	Mechanical engineering industries	161·0	161·4	162·0
361	Electrical machinery industry	157·9	158·7	160·0
Order X	Textile industries	101·4	101·8	101·3
Order XIV	Timber industries	139·0	139·6	140·0
481 to 483	Paper industries	125·8	126·3	126·3
Order XVII	Construction materials	143·9	144·5	144·9
Part of Order XVII	House building materials	147·2	147·9	148·3

§ Revised figures: January 123·3, February 123·9, March 124·1.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during June, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,279	—	1,279
Over £100 but under £1,000	88	—	88
£1,000 but under £10,000	491	—	491
£10,000 but under £50,000	101	—	101
£50,000 but under £100,000	9	—	9
£100,000 but under £1,000,000	10	—	10
£1,000,000 and over	1	—	1
Total number	1,979	—	1,979
Total amount of nominal capital	£ thous. 5,643	£ thous. —	£ thous. 5,643

Companies registered in Great Britain in 1968 and 1969.

	1968		1969	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	1,395	5,721	2,077	6,597
February	1,440	7,323	1,892	7,408
March	1,749	7,592	2,227	25,151
April	1,543	5,124	2,066	5,614
May	1,837	4,034	2,089	6,272
June	1,546	3,735	1,979	5,643
July	1,780	4,748		
August	1,742	3,836		
September	1,601	4,316		
October	1,921	5,604		
November	1,829	3,713		
December	1,774	6,178		
TOTAL	20,157	61,924		

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 238 *of this issue.*

New companies registered in Northern Ireland

IN THE month of June 1969, 21 private companies with a total nominal capital of just over £117,000 were registered in Northern Ireland.

During the period January-June 1969, 150 companies with a total nominal capital of almost £1,114,000 were registered as compared with 164 companies with a total nominal capital of almost £2,853,000 in the same period of 1968.

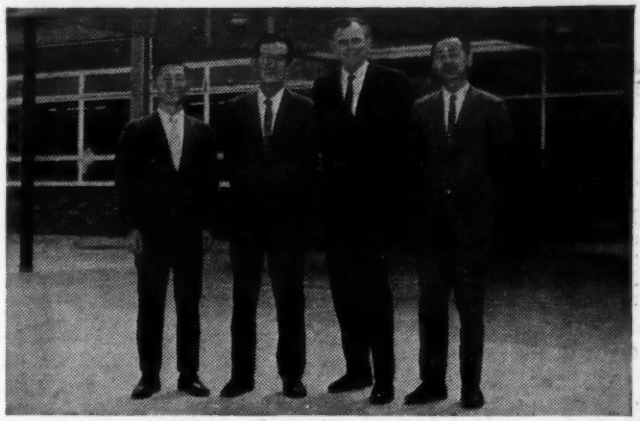
Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for May 1969 was 118 (1965=100), an increase of 4 per cent compared with May 1968 and an increase of 11 per cent over May 1967. Increases were recorded in all the major groups with the exception of miscellaneous non-food shops where sales were down by 4 per cent.

The average index for March to May 1969 was 113, 3 per cent higher than for the corresponding period of last year. This is the same increase as recorded for the first quarter of this year.

Taking into account price increases it has been estimated that the volume of sales in May was down by approximately 1 per cent compared with the same period in 1968.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 113, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).



During their recent trip to this country, representatives of Korean broadcasting companies visited the Chelmsford works of English Electric Valve Company Ltd. Shown here from left to right: Mr. Jin Koo Kang, director and chief of television engineering, Tong-Yang Broadcasting Co. Ltd., Mr. T. Y. Whang, Korea Electric Co. Ltd., EEV representatives in Korea, Mr. R. B. Coulson, sales manager, EEV, Mr. Yong In Chun, network engineer, Hankuk Munhwa Broadcasting Corporation.

Index numbers of value of sales per week and percentage increases compared with a year earlier

1965 = 100

	All kinds of business		Foods shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966	102		106		99		98		98		102		92	
1967	103	1	109	3	100	1	95	-3	99	1	103	2	94	3
1968	109	6	118	8	104	4	100	4	106	7	107	3	101	7
1968 1st quarter	106	7	114	6	101	8	94	7	109	17	106	6	92	6
2nd quarter	109	6	119	7	103	5	97	3	107	13	107	3	96	9
3rd quarter	107	6	115	7	103	5	93	3	103	6	110	4	93	8
4th quarter	115	5	125	12	109	1	115	4	104	-6	104	—	124	5
1969 1st quarter	109	3	126	11	98	-3	92	-1	96	-12	104	-2	88	-4
1968 May	113	9	121	6	109	7	97	3	107	14	118	4	97	19
June	103	3	115	3	97	3	101	3	105	19	94	-3	91	11
July	111	7	113	6	109	7	96	—	108	16	119	8	95	7
August	109	4	116	6	105	3	92	1	105	4	116	4	89	1
September	102	6	115	9	94	4	90	8	96	-1	95	—	95	19
October	110	8	121	16	103	2	101	3	109	-1	102	3	101	3
November	111	7	127	14	101	2	109	9	99	-4	97	—	103	8
December	125	2	127	8	124	-1	134	2	104	-13	113	-2	168	5
1969 January	113	7	122	11	108	4	106	—	110	-8	112	10	92	1
February	106	—	126	10	94	-7	86	-4	92	-11	104	-6	74	-14
March	106	1	129	12	92	-7	86	—	86	-17	96	-9	98	—
April	114	3	132	10	103	-2	98	5	106	-3	105	-4	98	-2
May	118	4	130	8	111	2	108	12	113	6	113	-4	104	8

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37s. 6d. (*by post* 39s.)

Government publications can be purchased from the Government Bookshops in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

UK computer market in the first quart . : of 1969

Total deliveries £43 million

MINISTRY OF TECHNOLOGY figures published on July 16 reveal that although the total output of computers, including repairs and maintenance, in the first quarter of 1969 was the highest yet recorded in any first quarter, there was nevertheless a sharp fall from the record level achieved in the fourth quarter of 1968.

Quarterly fluctuations usual

The first quarter experience in the home market was very different from the fourth quarter of 1968 when total deliveries of factored equipment were at a peak level, but sharp movements from one quarter to another are characteristic of the computer market.

Tables 1, 2 and 3 give full details of the foregoing, all in terms of current prices.

Total deliveries of hardware fell by £7.6 million or 15 per cent but the fall was mainly in factored equipment as the table below shows:

Deliveries of computer hardware

	British Made			Factored			All Machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1968 4th quarter	19·5	12·1	31·6	18·8	0·1	18·9	38·4	12·2	50·6
1969 1st quarter	20·1	10·6	30·7	12·3	—	12·3	32·4	10·6	43·0
Change £ million	0·6	−1·5	−0·9	−6·5	−0·1	−6·6	−6·0	−1·6	−7·6
Per cent	*3*	*−12*	*− 3*	*−35*	—	*−35*	*−16*	*−13*	*−15*

Net new orders for electronic computers

	1967			1968			1969		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st quarter	62·1	8·0	70·1	40·4	9·7	50·1	40·4	19·2	59·6
2nd quarter	27·8	11·0	38·8	23·6	14·9	38·5			
3rd quarter	35·1	9·9	45·0	60·6	15·4	76·0			
4th quarter	24·5	10·2	34·7	43·6	10·0	53·6			

Exports all British

Deliveries of digital computing systems in the first quarter of 1969 were worth £25.9 million and of these £19.5 million were British-made and £6.4 milion were factored. The home market took £12.6 million of British-made systems and £6.4 million of factored, but virtually all deliveries for export were of United Kingdom manufacture.

In addition to such details, information is collected about the size of systems. For the first quarter of 1969 they were as follows:

Digital computer systems delivered, first quarter 1969

Price Range	Home		Export	
	No.	Value £000	No.	Value £000
Less than £5,000	34	90	2	32
£5,000-£19,000	125	1,279	3	25
£20,000-£49,000	30	942	10	410
£50,000-£119,000	43	3,495	38	2,838
£120,000-£249,000	20	3,267	8	1,332
£250,000-£499,000	9	3,306	4	1,151
£500,000-£999,000	2	1,386	1	589
More than £1,000,000	1	1,274	—	—
Unclassified	45	3,966	110	524
TOTAL	309	19,005	176	6,901

The proportion of machines in the lowest price ranges is normal, but there were fewer large systems than in recent months.

Orders on hand reach £258 million record

Orders on hand at March 31. 1969 were £258 million compared with £241 million at December 31, 1968, a new record; and an increase of over 6 per cent.

Table 4. Orders on hand for electronic computers and peripherals

£m.

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966 December 31	126·9	97·5	29·4	99·2	71·3	27·9	27·7	26·2	1·5
1967 March 31	171·1	142·2	28·9	114·2	86·5	27·7	56·9	55·7	1·2
June 30	180·2	149·7	30·5	123·9	94·4	29·5	56·3	55·3	1·0
September 30	190·0	159·0	31·0	135·8	105·9	29·9	54·2	53·1	1·1
December 31	188·3	157·0	31·3	128·1	97·9	30·2	60·2	59·1	1·1
1968 March 31	204·6	171·9	32·7	125·3	93·1	32·2	79·3	78·8	0·5
June 30	206·3	169·0	37·3	140·4	103·2	37·2	65·9	65·8	0·1
September 30	238·2	195·6	42·6	147·6	105·0	42·6	90·6	90·6	—
December 31	241·3	200·9	40·4	150·6	110·2	40·4	90·7	90·7	—
1969 March 31	257·9	208·9	49·0	157·9	108·9	49·0	100·0	100·0	—

Detailed figures are shown in table 4. Orders for British-made machines went up by 5 per cent while orders for factored machines went up by 10 per cent. The figure for British-made machines, however, includes an increase of 21 per cent in export orders at the expense of a slight fall in home orders. First quarter's export orders were the highest yet achieved.

As the table below shows, derived net new orders tend to vary widely from one quarter to another.

Employment

Table 5 shows the number employed at March 31, 1969 and in total they remain stable.

Table 5. Numbers employed in the UK electronic computer industry

	Total	R & D	Manufacturing	Sales	Other
1966 December 31	35,800	3,600	15,300	4,700	12,200
1967 March 31	37,600	4,200	15,200	5,000	13,200
June 30	39,000	4,300	16,000	5,000	13,700
September 30	40,600	4,400	16,600	5,300	14,300
December 31	41,600	4,800	17,000	5,600	14,200
1968 March 31	44,500	5,000	17,500	5,500	16,500
June 30	44,600	4,800	18,200	5,200	16,400
September 30	45,600	5,300	18,000	5,300	17,000
December 31	45,100	4,900	17,800	5,500	16,900
1969 March 31	44,000	4,600	17,200	5,300	16,900

Table 1. Total deliveries of electronic computers £'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance†		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1966 1st quarter	18,336	3,753	369	176	470	151	877	40	6,609	3,948	26,661	8,068	1,336	76	57	17	28,071	8,144	1,047
2nd quarter	20,118	4,849	270	86	531	146	1,523	140	6,831	3,824	29,273	9,045	1,561	81	60	17	30,911	9,126	1,053
3rd quarter	20,737	4,675	294	44	503	142	1,219	158	6,846	3,826	29,599	8,845	1,423	77	114	13	31,149	8,922	961
4th quarter	19,493	3,295	460	1	469	133	1,048	39	7,935	4,154	29,405	7,622	1,604	79	95	7	31,111	7,701	1,203
1967 1st quarter	17,114	5,067	375	86	531	157	716	31	7,171	3,140	25,907	8,481	1,590	77	102	2	27,601	8,558	1,648
2nd quarter	20,124	5,355	318	91	791	193	795	80	7,674	3,724	29,702	9,443	2,018	344	111	11	31,842	9,787	2,135
3rd quarter	26,596	6,518	239	57	728	160	612	74	7,011	2,664	35,186	9,473	2,365	251	111	29	37,691	9,724	1,869
4th quarter	24,937	5,887	615	59	1,483	328	428	148	8,975	3,483	36,438	9,905	2,601	398	142	34	39,215	10,325	2,831
1968 1st quarter	21,446	4,532	345	—	1,392	293	1,031	564	9,605	2,855	33,819	8,244	2,787	82	26	30	36,662	8,326	2,150
2nd quarter	25,481	6,652	263	3	1,271	222	1,066	223	8,704	3,146	36,785	10,246	2,717	227	13	113	39,628	10,473	2,556
3rd quarter	31,930	6,728	470	42	1,034	239	1,699	313	9,014	2,825	44,147	10,147	3,411	230	7	37	47,602	10,377	2,398
4th quarter	34,409	8,667	882	188	1,535	390	1,106	73	12,664	2,885	50,596	12,203	2,953	168	10	62	53,621	12,371	2,743
1969 1st quarter p	25,906	6,901	579	80	1,995	199	1,263	103	13,294	3,358	43,037	10,641	3,241	229	7	30	46,315	10,870	3,463

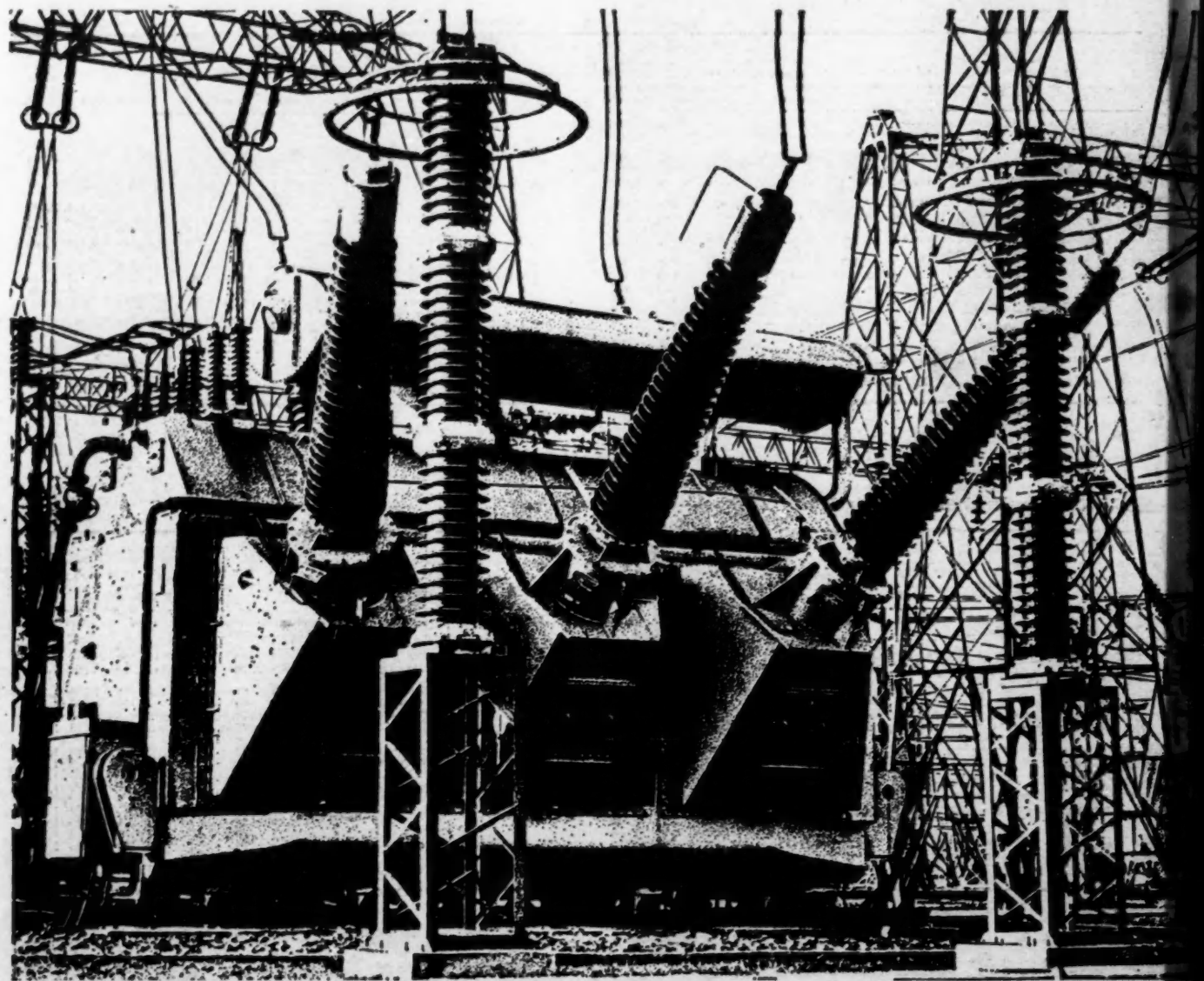
Table 2. Deliveries of electronic computers (British made) £'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1966 1st quarter	10,494	3,294	369	176	375	147	745	32	5,675	3,661	17,658	7,310	1,336	76	57	17	19,068	7,386	1,047
2nd quarter	11,434	4,387	270	86	440	146	1,398	140	6,362	3,705	19,904	8,464	1,339	81	60	17	21,320	8,545	1,013
3rd quarter	13,094	4,477	294	44	389	142	1,094	158	6,340	3,750	21,211	8,571	1,178	77	114	13	22,516	8,648	921
4th quarter	10,416	3,009	460	1	394	133	923	39	7,462	4,152	19,655	7,334	1,380	79	95	7	21,137	7,413	1,010
1967 1st quarter	12,381	4,645	342	86	465	157	716	31	5,974	3,082	19,878	8,001	1,338	77	102	2	21,320	8,078	1,262
2nd quarter	14,539	5,109	281	91	567	193	795	80	6,794	3,532	22,976	9,005	1,679	344	111	5	24,771	9,349	1,272
3rd quarter	17,635	6,198	239	57	660	160	612	74	6,236	2,643	25,382	9,132	2,035	251	111	22	27,550	9,383	1,166
4th quarter	17,826	5,464	590	59	1,156	328	428	148	7,905	3,471	27,905	9,470	2,254	398	142	34	30,335	9,890	1,801
1968 1st quarter	17,173	4,152	345	—	924	293	1,022	564	6,548	2,843	26,012	7,852	2,002	82	26	30	28,070	7,934	1,586
2nd quarter	18,223	6,344	234	3	735	222	1,041	223	7,027	3,061	27,260	9,853	2,297	227	13	113	29,683	10,080	1,469
3rd quarter	19,851	6,728	470	42	538	234	1,699	313	6,861	2,825	29,419	10,142	2,948	230	7	37	32,411	10,372	2,344
4th quarter	21,950	8,579	882	188	1,038	383	1,106	73	6,676	2,885	31,652	12,108	2,508	168	10	62	34,232	12,276	2,183
1969 1st quarter p	19,533	6,889	579	80	1,231	198	1,263	103	8,117	3,356	30,723	10,626	2,643	229	7	30	33,403	10,855	2,683

Table 3. Deliveries of electronic computers (factored) £'000

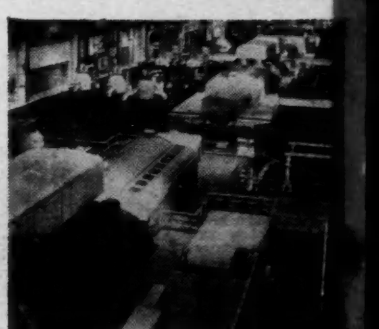
	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance†		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1966 1st quarter	7,842	459	—	—	95	4	132	8	934	287	9,003	758	—	—	—	—	9,003	758	—
2nd quarter	8,684	462	—	—	91	—	125	—	469	119	9,369	581	222	—	—	—	9,591	581	40
3rd quarter	7,643	198	—	—	114	—	125	—	506	76	8,388	274	245	—	—	—	8,633	274	40
4th quarter	9,077	286	—	—	75	—	125	—	473	2	9,750	288	224	—	—	—	9,974	288	193
1967 1st quarter	4,733	422	33	—	66	—	—	—	1,197	58	6,029	480	252	—	—	—	6,281	480	386
2nd quarter	5,585	246	37	—	224	—	—	—	880	192	6,726	438	339	—	—	6	7,071	438	863
3rd quarter	8,961	320	—	—	68	—	—	—	775	21	9,804	341	330	—	—	7	10,141	341	703
4th quarter	7,111	423	25	—	327	—	—	—	1,070	12	8,533	435	347	—	—	—	8,880	435	1,030
1968 1st quarter	4,273	380	—	—	468	—	9	—	3,057	12	7,807	392	785	—	—	—	8,592	392	564
2nd quarter	7,258	308	29	—	536	—	25	—	1,677	85	9,525	393	420	—	—	—	9,945	393	1,087
3rd quarter	12,079	—	—	—	496	5	—	—	2,153	—	14,728	5	463	—	—	—	15,191	5	54
4th quarter	12,459	88	—	—	497	7	—	—	5,988	—	18,944	95	445	—	—	—	19,389	95	560
1969 1st quarter p	6,373	12	—	—	764	1	—	—	5,177	2	12,314	15	598	—	—	—	12,912	15	780

† Work done on UK only.



Giant drives utilising power in industry. The nine motors driving this 4-stand tandem cold strip mill at Colvilles Ltd., Gartcosh, Scotland have a total output of 24,350hp and are supplied from two synchronous motor generator sets.

Silenced air-blast circuit-breakers rated 400kV 35,000MVA installed at the C.E.G.B. switching station at Sundon, Beds. With a continuous current rating of 4,000A and a breaking capacity of 60kA these are some of the most powerful circuit-breakers in the world.



Four 500MW turbine-generators at the West Burton power station, Notts. These are the largest single-axis rating in service in Britain today. Turbine-generators of more than twice this output are being built for the United States.

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The converter station at San Dalmazio, Italy, one of the terminal stations of the 200MW 200kV direct current link with Sardinia for which the Company were main contractors. Orders for d.c. transmission schemes in Britain and Canada total over £20 million.

Some of the product companies together forming GEC Power Engineering Limited

English Electric-AEI Turbine Generators Limited uniting the turbine-generator activities of AEI and English Electric.
English Electric-AEI Machines Limited uniting the machines and electric motors activities of AEI, English Electric and GEC.
GEC Switchgear Limited uniting the switchgear activities of AEI, English Electric, GEC, J. G. Statter Limited and Switchgear & Cowans Limited.
GEC Transformers Limited uniting the transformer activities of AEI, English Electric, GEC and Hackbridge & Hewittic Electric Company Limited.
English Electric-Hewittic Rectifiers Limited uniting the rectifier activities of English Electric and Hackbridge & Hewittic Electric Company Limited.
English Electric-AEI Traction Limited uniting the traction activities of AEI and English Electric.

groups forged from the merger of GEC and English Electric

SHIPPING MOVEMENT AT UNITED KINGDOM PORTS

Foreign and coasting trade movement during the first quarter of 1969

THE TOTAL NET TONNAGE of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports during the first quarter of 1969 amounted to 44,562 thousand net registered tons, which was 5·0 per cent higher than the corresponding period in 1968. Commonwealth vessels accounted for 19,094 thousand net tons.

In the coasting trade the total net tonnage of arrivals and departures with cargo showed an increase of 2 per cent compared with the same quarter of 1968.

Note: net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

1. The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

2. Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

3. Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

4. Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement in the foreign trade at United Kingdom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo:	March 1968	5,915	9,599	3,610	247	5,742	4,677	4,745	2,212	122	2,411
	March 1969	6,220	10,347	3,972	296	6,079	4,664	5,082	2,159	151	2,772
	January-March 1968	17,663	28,107	10,513	576	17,018	13,788	14,302	6,589	332	7,381
	January-March 1969	17,616	29,658	11,226	753	17,679	13,632	14,904	6,698	417	7,789
In ballast:	March 1968	1,187	1,582	694	56	832	2,512	6,582	2,281	162	4,139
	March 1969	1,337	1,769	653	28	1,088	2,798	6,686	2,176	203	4,307
	January-March 1968	3,413	4,628	1,964	151	2,513	7,620	18,486	5,794	353	12,339
	January-March 1969	3,759	5,334	2,003	152	3,179	7,951	19,120	5,900	493	12,727

(†) Includes Irish Republic and South Africa.

A delegation of 10 Spanish ship owners and builders recently spent a week in this country to examine the marine industry and its products. Examing a Type 17/9 radar at Kelvin Hughes' showrooms are (left to right) Mr. Frank Launder, Kelvin Hughes, Senor Ignacio Garibi, Naviera Bilbaina SA and Naviera Vascongada, Senor Fernandez Elejaga, Construccion Naval, Mr. Arthur Albrow, Kelvin Hughes, Senor Gonzales de Anleo, Techaco and Astilleros Y Construcciones, and Senor Ferrer de Arellano, Neviera Vizcaina,

An export order for more than one million dollars' (over £400,000) worth of ISO containers has been won by York Trailer Company Ltd., Corby, Northants. The order comes from one of the major transportation organizations in the United States– Flex-San Inc. of New York,—who, late last year, placed with York Trailer their first-ever order for British-built containers. The current order is for 1,000 standard 20ft. ISO containers. Like the units delivered earlier, they will be used by Flexivan's container-operating subsidiary, Uni-Flex Container Corporation, in worldwide service. The containers will be built at York's big new container plant at Northallerton, Yorkshire.

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	March		January-March		March		January-March	
	1968	1969	1968	1969	1968	1969	1968	1969
	Numbers of Vessels							
United Kingdom	1,753	1,792	4,976	5,094	1,399	1,449	4,153	4,329
Other Commonwealth (†)	157	169	425	461	125	145	362	383
Foreign	4,005	4,259	12,262	12,061	3,153	3,070	9,273	8,920
Total	5,915	6,220	17,663	17,616	4,677	4,664	13,788	13,632
	Thousand net tons							
Commonwealth								
Registered in United Kingdom	3,610	3,972	10,513	11,226	2,212	2,159	6,589	6,698
Registered in Canada	—	—	—	—	—	5	—	5
Registered in other countries(†)	246	296	576	753	122	146	332	412
Total	3,856	4,268	11,089	11,979	2,334	2,310	6,921	7,115
Foreign:								
Soviet	160	122	341	393	30	38	100	94
Finnish	58	99	268	285	20	44	98	113
Swedish	511	418	1,473	1,194	245	212	706	592
Norwegian	1,210	1,289	3,297	3,635	344	490	1,273	1,291
Danish	264	231	783	735	165	175	550	544
Polish	15	25	72	80	13	12	37	41
German (Federal Republic)	550	519	1,538	1,591	318	316	949	915
Dutch	482	682	1,759	2,000	402	416	1,164	1,302
Belgian	203	256	615	603	160	210	413	537
French	321	355	842	1,020	181	237	563	589
Spanish	57	86	193	209	53	75	176	198
Italian	163	201	477	492	35	27	113	84
Yugoslav	16	21	39	50	6	8	21	16
Greek	195	184	587	628	50	111	182	235
United States of America	128	240	476	397	144	177	374	334
Panamanian	178	129	508	540	73	47	194	223
Liberian	919	887	2,913	2,949	61	64	190	354
Other	312	335	837	878	111	113	278	327
Total	5,742	6,079	17,018	17,679	2,411	2,772	7,381	7,789
GRAND TOTAL	9,599	10,437	28,107	29,658	4,745	5,082	14,302	14,904
Trading Areas:								
Irish Republic	335	444	946	1,233	328	317	978	958
Northern Europe (Foreign)	2,700	2,931	8,095	8,502	1,854	2,338	5,904	6,812
Europe (Atlantic) and Western Mediterranean Countries	1,166	1,157	3,718	3,580	796	780	2,376	2,389
Central and Eastern Mediterranean Countries	1,224	1,176	3,075	3,361	218	148	574	487
West and South Africa	470	638	1,280	1,760	203	244	602	721
East Africa, Persian Gulf, India	1,625	2,012	4,893	5,813	143	146	544	601
Eastern Asia and Islands in the Pacific	200	219	633	650	158	145	501	460
Australasia	265	319	733	818	168	145	498	451
North America (Atlantic Coast)	618	665	1,893	1,563	559	520	1,477	1,292
West Indies and Central America (Atlantic Coast)	663	517	1,951	1,647	162	157	459	351
South America (Atlantic Coast)	132	141	369	428	73	67	169	199
South and Central America (Pacific Coast)	47	34	87	69	18	19	57	54
North America (Pacific Coast)	143	84	400	211	61	35	143	98
Other Areas	11	10	34	23	4	21	20	31
Total Commonwer	2,136	2,402	6,007	7,204	1,005	916	2,939	2,756
Total Foreign	7,463	7,945	22,100	22,454	3,740	4,166	11,363	12,148
TOTAL	9,599	10,347	28,107	29,658	4,745	5,082	14,302	14,904

(†) Includes Irish Republic and South Africa.

(*Continued on next page*)

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SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports January–March 1969

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968			1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous net tons	Thous net tons	Number of vessels	Thous net tons	Thous net tons	Number of vessels
Bristol	903	740	403	918	746	417	117	77	112	865	593	350
Cardiff	378	306	147	444	380	191	153	96	56	455	385	171
Dover	1,399	1,565	1,327	1,809	1,948	1,659	1,318	1,482	1,196	1,784	1,911	1,632
Felixstowe	435	568	529	466	599	573	366	514	490	429	574	550
Folkestone	95	107	88	100	122	102	94	96	79	103	122	102
Grimsby	974	1,148	607	1,077	1,351	730	367	507	410	1,003	1,338	741
Harwich	1,366	1,830	1,015	1,395	1,883	1,073	1,286	1,832	1,041	1,312	1,862	1,060
Holyhead	338	337	316	340	341	324	348	244	220	354	247	229
Hull	1,292	1,271	1,177	1,390	1,354	1,241	737	656	654	1,309	1,162	1,071
Lancaster	39	—	—	43	6	26	7	5	20	7	5	20
Liverpool	3,021	2,905	1,157	3,462	3,401	1,337	1,298	1,238	759	3,571	3,168	1,223
London	7,782	7,432	3,505	9,075	9,244	4,174	3,332	3,104	2,182	8,606	8,476	4,214
Manchester	1,652	1,325	730	1,787	1,418	834	384	378	462	1,507	1,264	755
Middlesbrough	760	1,481	414	981	1,762	581	483	394	405	1,139	1,678	577
Milford Haven	1,733	2,802	141	2,120	3,384	347	522	612	137	1,920	3,271	274
New Haven	121	135	183	123	139	188	115	127	153	123	137	183
Newport	294	384	184	399	422	218	208	125	174	482	392	229
Plymouth	86	68	137	135	116	225	62	41	119	133	120	242
Port Talbot	227	250	156	251	268	197	44	45	95	255	265	193
Southampton	3,470	3 015	693	3,927	3,568	926	1,488	1,344	603	3,725	3,448	864
Swansea	197	121	88	447	327	231	474	440	379	1,060	480	393
Tyne Ports	471	422	340	676	534	403	252	216	197	717	677	409
Glasgow	823	703	287	986	883	343	519	414	163	1,241	896	334
Grangemouth	387	364	299	460	490	372	291	412	370	440	734	559
Greenock	494	471	40	517	662	84	19	34	9	483	759	69
Leith	163	156	257	165	434	315	60	382	305	149	880	528
Belfast	532	587	382	556	623	429	87	83	124	597	485	299
Other Ports	2,170	1,812	4,359	2,970	2,474	5,585	1,242	1,287	3,359	3,002	3,000	5,852
TOTAL	31,603	32,305	18,961	37,019	38,879	23,125	15,674	16,185	14,273	36,772	38,329	23,123

Table 4. Coasting trade arrivals and departures at principal ports January–March 1969

Port	Arrived						Departed					
	With Cargo			With Cargo and in Ballast			With Cargo			With Cargo and in Ballast		
	1968 Thous net tons	1969 Thous net tons	Number of vessels	1968 Thous net tons	1969 Thous net tons	Number of vessels	1968 Thous net tons	1969 Thous net tons	Number of vessels	1968 Thous net tons	1969 Thous net tons	Number of vessels
Bristol	388	334	205	445	380	573	177	128	394	535	459	675
Cardiff	120	148	256	235	250	435	74	46	142	188	221	421
Cowes	442	473	2,143	1,036	1,058	4,730	422	440	1,927	1,032	1,056	4,731
Hull	260	235	92	383	266	181	129	47	107	424	319	272
Immingham	188	162	53	394	463	280	213	303	217	344	490	298
Lancaster	242	252	282	303	281	410	278	270	392	287	277	400
Liverpool	838	1,076	744	1,109	1,450	1,258	670	793	921	1,272	1,455	1,298
London	1,832	1,562	1,321	2,421	1,959	1,944	551	385	592	2,407	1,983	1,796
Manchester	33	24	37	69	64	104	20	19	26	56	89	101
Middlesbrough	133	21	54	388	371	329	95	351	234	267	404	318
Milford Haven	71	127	40	753	1,213	450	801	1,109	443	825	1,140	479
Portsmouth	117	99	429	755	738	2,994	31	26	212	739	721	2,991
Preston	294	313	495	322	322	515	281	300	469	338	339	551
Southampton	705	718	1,973	1,500	1,494	2,709	1,267	1,233	2,370	1,475	1,467	2,718
Sunderland	40	77	57	404	327	307	325	232	210	369	285	275
Swansea	59	92	113	530	625	1,121	343	429	833	400	462	947
Tyne Ports	158	165	31	948	878	485	588	462	361	845	743	491
Ardrossan	282	358	455	300	376	516	207	227	447	293	318	514
Glasgow	132	191	225	262	343	321	113	71	111	169	294	294
Greenock	445	325	646	545	384	689	433	363	586	566	403	709
Stranraer	327	389	315	331	391	318	327	387	305	332	390	316
Belfast	1,621	1,717	1,991	1,683	1,784	2,169	1,537	1,446	1,599	1,776	1,877	2,255
Other Ports	2,657	2,766	6,196	4,510	4,449	9,214	2,171	2,017	3,736	4,293	4,190	9,033
TOTAL	11,384	11,624	18,153	19,618	19,866	32,052	10,873	11,084	16,634	19,232	19,382	31,883

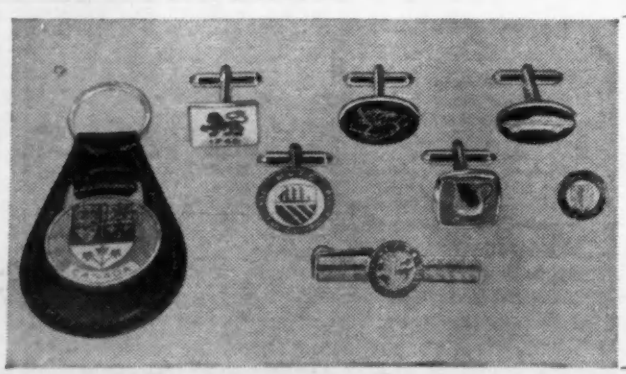

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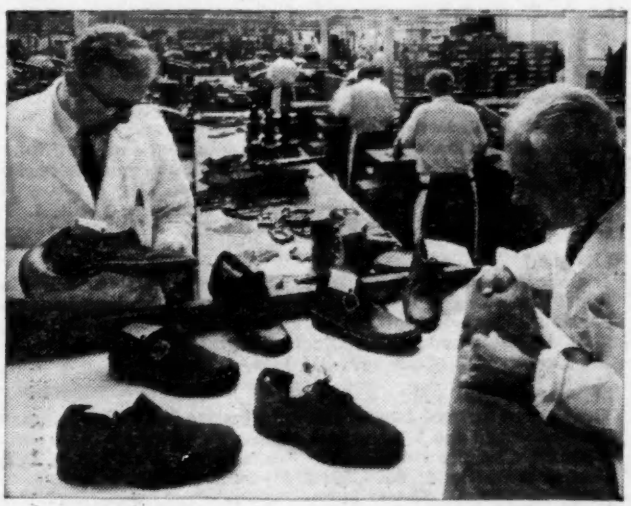
Table 5. Shipping movement in the coasting trade at United Kingdom ports

	Arrived				Departed			
		Thousand Net Tons				Thousand Net Tons		
	Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN								
With cargo: March 1968	5,405	3,303	2,764	539	5,298	3,215	2,694	521
March 1969	5,273	3,382	2,577	805	4,922	3,290	2,491	799
January–March 1968	15,887	9,558	7,869	1,689	15,391	9,442	7,795	1,647
January–March 1969	15,812	9,728	7,722	2,006	14,827	9,571	7,557	2,014
In ballast: March 1968	5,217	2,815	2,190	625	5,200	2,645	2,132	513
March 1969	4,632	2,870	2,068	802	4,877	2,751	2,079	672
January–March 1968	15,123	8,159	6,401	1,758	16,087	7,775	6,181	1,594
January–March 1969	13,648	8,158	6,093	2,065	14,346	7,743	5,953	1,790
COASTING TRADE – UNITED KINGDOM								
With cargo: March 1968	6,242	3,925	3,334	591	5,925	3,730	3,159	571
March 1969	6,091	4,052	3,085	967	5,533	3,779	2,884	895
January–March 1968	18,322	11,384	9,493	1,891	17,105	10,873	9,090	1,783
January–March 1969	18,153	11,624	9,314	2,310	16,634	11,084	8,872	2,212
In ballast: March 1968	5,291	2,834	2,204	630	5,524	2,814	2,273	541
March 1969	4,707	2,891	2,080	811	5,202	2,953	2,208	745
January–March 1968	15,324	8,234	6,454	1,780	17,109	8,359	6,651	1,708
January–March 1969	13,899	8,241	6,144	2,097	15,249	8,299	6,349	1,950

†) Commonwealth and Irish Republic.



Sealed samples of crepe-soled shoes in suede and other leathers for export to European and American markets being checked against hides before cutting operations begin at the Rushden, Northamptonshire, factory of Eaton Footwear Ltd. The company, which now exports nearly a quarter of its total production of footwear, has trebled its overseas business in the last 12 months and further substantial orders are being negotiated.

Cash crops of maize and wheat are being grown to subsidise the cost of a phased tree-planting programme in an afforestation project in Western Kenya that will eventually provide pulpwood for a new pulp and paper mill to be built at Broderick Falls. Believed to be the first integrated scheme of its kind, work started in 1966 on 25,000 acres of the total 60,000 acres envisaged for the project, and this year about 17,000 acres will be under wheat and maize and some 8,000 acres under trees. Some of the 26 Massey-Ferguson 175 tractors that were bought to cultivate the big acreages involved are pictured preparing for this year's crops.

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Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters, its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1967/68 was £1,889,000,000. The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London, E.C.2 (Tel. 606 6699). The Departments local offices are as follows:

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Belfast
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J. J. Brown, Third Floor, Office 30/32, 7 Donegall Square West, Belfast, BT1 6 JE. Tel. Belfast 29428, (Code: 0232 29428) Telex 74577.

Birmingham
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Reading
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K. I. Humphreys, 18 The Forbury, Reading. Tel. Reading 580577. (Code: 0734 40577) Telex 84422,

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. A. Oxley, 8-12 Furnival Gate, Sheffield, 1. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, c/o British Consulate-General. 845 Third Avenue, New York, 10022, USA, Tel. Plaza 2-8400.

Exhibitions and Fairs

British Week in Tokyo: an estimate of commercial results

By R. W. Irving, Commercial Manager, British Week Office of the British Embassy, Tokyo

THE British Week in Tokyo, which opens in just over two months, will be the most important commercial and cultural event ever held in the vast and rapidly expanding Japanese market. This article records the early signs of a success story but also points a timely moral.

The Japanese GNP is now second largest in the world, excluding the USSR. Per capita income has just surpassed that of Italy and is rising all the time. The demand for imported goods, technical know-how and licensing agreements is growing intensely. The impressive increase in our exports this year is but a taste of the reward we can gain in the Japanese market if the drive and effort of the British Week is sustained.

Department store buying

All who have been interested in British Week in Tokyo must have been struck by the dominant position of the big department stores which, it is estimated, account for about 70 per cent of retail sales of imported consumer goods. It will therefore come as no surprise that the British Week Office, in making a first check on the probable commercial results of British Week, should have selected the department stores as their main target of research.

According to figures supplied by the department stores that are participating in British Week, their total purchases of British goods in 1969 will amount to Y6,929 million (£8.12 million) an impressive 36 per cent increase over the 1968 figure, Y5,088 million (£5.96 million). Following the normal pattern of department store buying, the majority of purchases will be through local wholesalers, where the values are inflated (perhaps by 100 per cent) in comparison with true export values. But direct buying through London buying houses, included in the above totals, increased by 133 per cent, moving from Y576 million (£.675 million) in 1968 to Y1,343 million (£1.574 million) in 1969.

This trend towards more direct buying should continue, for store buyers who have visited Britain this year have without exception made very favourable comments about the range, quality and competitive prices of the goods shown to them. Indeed, many of them expressed surprise that such a great variety was available and assured us that they would return to Britain next year. It is particularly satisfying to record that those stores that benefited from financial assistance by the British National Export Council to send buyers, or additional buyers, to Britain in February and March of this year were major contributors to the increase in direct buying.

Among the goods bought by department stores which have registered particularly strong gains over 1968 are food and drink, woollen textiles, clothing for men, women and children, giftware and fashion jewellery, leather footwear, furniture and toys.

Fine arts and antiques (not included in the buying figures furnished by department stores) will boost the total considerably when the final results are known. The Christie auction which took place in May this year realized £812,652. There seems no reason why the Sotheby auction, planned to take place during British Week, should not be equally successful: indeed, it has been predicted that sales of fine arts and antiques will reach some £2 million in all in 1969. The contract signed recently between Maple Lablanc and Marubeni-Iida, the terms of which include the opening of a splendid gallery in Tokyo before September, should contribute greatly to these sales.

Books should also make an important contribution. It is already clear that the considerable efforts made by the Book Development Council to regain a greater share of the large market for English language books will be rewarded by greatly increased sales in 1969.

There is no doubt that the British National Export Council Product Groups for the various industries (including the group formed by the London Buying Houses of the major department stores) have stimulated great interest in the Japanese market, and have made a substantial contribution to the increase in buying by department stores. The numerous missions and samples displays organized by the Product Groups and the British National Export Council have all returned in a mood of optimism, both about business already achieved and about prospects for the future. Notable among the samples displays were immediate orders of £100,000 for children's wear, £150,000 for giftware and fashion jewellery, £27,000 for shoes, £25,000 for jewellery and craftware and £30,000 for furniture, with three provisional licence agreements for the manufacture of furniture.

Business visits

Despite the high cost of visiting this distant market, the last year has seen a striking increase in the number of individual businessmen calling at the Commercial Department of the Embassy. With the co-operation of local agents, including in particular the British trading houses operating in Japan, these individual visitors, almost without exception, have reported worthwhile results.

None of these activities could have achieved the desired result without adequate preparation. Even before the formal announcement in January 1968, the Commercial Department of the Embassy had opened a campaign to convince the department stores that British Week 1969 would offer a major opportunity for them. They were persuaded that British Week offered the opportunity not only to increase their prestige by cultural participation, but also to increase their sales and enable them to adjust to the rising demand for imported goods that is evident among the Japanese public.

Exports up

The effect of this preparatory work for the Week has already begun to show in British export statistics. British exports (excluding re-exports) to Japan showed an increase during the first four months of 1969 of 27.8 per cent over the same period in 1968 (from £29.7 million to £38 million). Identifiable exports of consumer goods, over the first three months, advanced to £8.776 million from £6.873 million in 1968. It is not the principal purpose of this report to cover fields other than consumer goods, but it is clear that manufacturers of a wide range of other goods have taken advantage of the favourable climate created by the Week. Several of the 30 official trade missions to visit Tokyo in the past 12 months have been either partly or wholly concerned with non-consumer products. They too, have been able to contribute to the increase in our exports to Japan.

By now most of the goods for sale during British Week are already on their way to Japan and it is clear that immediate sales are likely to justify the choice of Tokyo for the event. But valuable as they are, immediate sales are far out-ranked in importance by the long-term potential of this enormous market. To take full advantage of the interest created by British Week calls for continued, unrelaxing efforts to meet the challenge offered by our competitors, also keenly aware of the potential. Many of the companies participating in the week have already planned their follow-up campaign. The planning of government services to exporters is equally advanced. A sustained effort by all concerned is the best way to ensure that our export figures will continue to rise.

New address for BoT Trade Fairs Branch

WITH EFFECT from Monday, July 28, the address of the Trade Fairs Branch and the British Weeks and Store Promotions Directorate of the Board of Trade will be: Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Three distinguished Iranian officials, in Britain as guests of the Foreign and Commonwealth Office, are pictured here on a visit to Board of Trade headquarters in London. The visitors (left to right), Dr. Mehdi Bahremand, Dr. Yusef Rahmati and Dr. Bagher Shari'at), who are closely concerned with Anglo-Iranian trade, are discussing with Mr. A. J. Stroud, deputy director of Trade Fairs Branch, British participation at the second International Asian Trade Fair in Tehran. The Board of Trade is organizing a British pavilion at this important event which, together with the external display site, will provide a total exhibition area of 75,000 sq. ft.

Mr. R. W. B. Carter, British Deputy High Commissioner, tries out a side-loader on the Lancer Boss stand at the 3rd International Container Services and Equipment Exhibition in Melbourne. A number of these loaders have been purchased by the port authorities in both Sydney and Melbourne for container handling.

7,000 attend Container Exhibition in Melbourne

A report from the British High Commission, Melbourne

THE INTERNATIONAL Container Services and Equipment Exhibition was held at the Exhibition Buildings in Melbourne from June 23 to 27. It was the third in a series organized by Mack-Brooks Exhibitions Ltd., of London, following successful similar events in London in 1968 and in Baltimore earlier this year. Arrangements in Australia were made on behalf of the organizers by Industrial and Trade Fairs Pty. Ltd. and the exhibition was held under the sponsorship of the Australian Committee of ICHCA.

The exhibition was officially opened by Mr. E. M. C. Fox, Chief Government Whip, representing the Australian Federal Minister for Shipping and Transport. He said that selection of Australia as a venue for the exhibition was evidence of its international recognition as one of the world's top 13 trading nations, and stressed the particular importance to Australia of keeping up with new methods of cargo handling and transport, in view of the long distances to be covered within the country, its distances from its overseas markets and the relative sparseness of the population.

The exhibition was planned to present a complete picture of the unit load concept and many aspects of recent developments in freight movement were featured. They included container and other forms of unit transport services, whether by air, sea or land; port services; containers and other unit loading devices; freight handling equipment; insurance and banking facilities; freight forwarding and customs procedures. Over 70 companies participated, including overseas exhibitors from Britain, the United States, Japan, France, the Federal Republic of Germany, Italy, New Zealand and Sweden. The estimated value of equipment on display was put at $A3¼ million or £1¼ million.

The participation of 14 British-based organizations was arranged by the London Chamber of Commerce as a joint venture with the Board of Trade Two more British companies rented stands independently and the products of some others were displayed by their Australian agents. The Britsh element in the show was divided between organizations providing services and manufacturers of equipment. In the first group appeared the two consortia operating the new container shipping services between Australia and Britain/Continent, and BOAC. The Port of London and the Mersey Docks as well as Lloyd's Register of Shipping also featured their services. British equipment on display ranged from containers, pallets, and slings, through handling equipment and mechanical documentation, to a new form of tap-in rivets used in container manufacture. Representatives of the London Chamber of Commerce and the British High Commission shared a Trade Information Stand throughout the exhibition.

The exhibition, which was open to trade representatives only, atttracted some wider interest and was well covered in the local press. The attendance, estimated at over 7,000, exceeded expectations. Exhibitors on the stands in the British group were pleased with the results and reported an encouraging number of serious inquiries; three of the equipment suppliers indicated that orders had been placed or were an immediate prospect.

Coinciding with the exhibition, a conference under the general title of The Transmission of Cargo Movement was held on June 25-26. It was opened by the Secretary of the Australian Department of Trade and Industry and included addresses by several prominent members of the freight movement industry. The discussions, aimed at present and future trends in international cargo movement, attracted an attendance of over 350 including visitors from overseas.

Joint venture at Iceland educational exhibition

A report from the British Embassy, Reykjavik

AN INTERNATIONAL Exhibition of Educational Equipment and Aids, Nordidakt took place in the Reykjavik Technical College from July 4 to 9. Held under the auspices of the Nordic Commercial and Technical Colleges Congresses to coincide with their quadrennial and quinquennial congresses respectively, this provided an opportunity for introducing and demonstrating the latest development in the field of educational literature and teaching equipment to Nordic teachers, headmasters and government educational officials

The exhibition, which covered an area of 1,200 square metres, was opened on July 4 by Mr. Emil Jonsson, the Icelandic Minister for Foreign Affairs, in the presence of the British Ambassador, education officials and diplomats from Great Britain, Iceland, Denmark, Fnland, Norway, Sweden and the United States.

A total of twenty-eight firms took part of which sixteen British companies, eight on individual stands and eight on a composite stand, participated as a joint venture with the support of the Board of Trade and under the sponsorship of the Educational Equipment Association. The latter was also responsible for a combined British information stand. Most of the joint venture participants are already represented or are doing business in Iceland and in the other Nordic countries. Nevertheless, they were pleased with the number of inquiries they received, and although only a few firm orders were placed on the spot the amount of interest aroused – which was considerable – gave room for confidence that orders would follow in time. Schoolmasters are not usually in a position to place orders themselves, and the exhibitors thought that it would be some time before the exhibition would show any tangible results, but taking a long-term view they felt that their participation had been worthwhile.

One encouraging result of the exhibition has been a request to the Educational Equipment Association from a senior Danish commercial college congress delegate for a similar exhibition to be held in Copenhagen in the near future.

Success of British joint venture stand at Lisbon fair

THE TENTH Lisbon International Trade Fair which was opened by HE the President of Portugal has grown considerably since its inception and now covers a wide field of the products of both Portuguese and international industry. There is a marked concentration on consumer durables but with a reasonable representation also of general engineering and transport equipment. Although restricted in area from any further significant expansion, the future completion of permanent, in place of the remaining temporary, buildings, will add considerably to the availability of stand space.

British firms are normally represented by their local agents and this year 119 such firms were listed in the catalogue. Representation in this way is not always satisfactory as the identity of individual British products on the stands of local agents can easily be obscured or at best not readily evident. This year the Birmingham Building and Engineering Centre undertook, in a joint venture with the Board of Trade, a combined display in the general machinery section. The stand structures were designed by the Central Office of Information and were shipped out to Lisbon from Britain. Nineteen firms took part with an impressive display including fork lift trucks, a hydraulic platform, a crane, a floating pump and a slurry tanker on an outside site; and within, hand tools, welding equipment, commercial and domestic kitchen equipment and refrigerators.

The Lisbon Fair is well patronised by the public and special days are reserved for trade visitors. British Day was marked by a reception given by the Birmingham Building and Engineering Centre on the British Stand, and attended by HE the British Ambassador, Sir Anthony Lambert, Lady Lambert, Portuguese officials, members of the British and Portuguese business communities and representatives of the Portuguese local and trade press.

Exhibitors agreed that a considerable advantage accrued from showing under these joint venture arrangements as they benefited not only from mutual co-operation and the sponsorship of the Building and Engineering Centre, but also from official support designed to help them with pre-Fair publicity, stand construction, and administration problems in general. While good trade prospects seemed likely for some established firms, a great advantage was also enjoyed by firms seeking to find the right agents to introduce their products to the Portuguese market.

It is a measure of the success of the joint venture that most of the exhibitors have expressed a decided interest in showing again in 1970 and several inquiries for stand space have already been received from other firms which either did not exhibit at all or which exhibited independently this year. Preliminary bookings for 1970 have been made, and any firm interested in exhibiting should contact the Birmingham Building and Engineering Centre as soon as possible.

The Lisbon International Trade Fair is Portugal's principal annual event of its kind although smaller specialized fairs, e.g. the camping and boat show, are held in the same fair premises throughout the year. The Portuguese economy is entering into a period of accelerating expansion, and there is little doubt that with this development the importance of the Fair as an international, as well as a Portuguese, event, must increase.

On this occasion British participation concentrated largely on the joint venture, but a whole field of opportunity still awaits the British exporter from such diverse industries as hospital and medical equipment to catering equipment, textiles, clothing and domestic electrical equipment, motor car accessories, and office equipment. The fifteen day Fair closed on June 23.

Sir Anthony Lambert, HM Ambassador in Portugal (left), seen with HE The President of Portugal during a visit to the fair.

International interest in British products at Frankfurt Dairy Engineering Exhibition

A report from the Commercial Section, British Consulate-General, Frankfurt

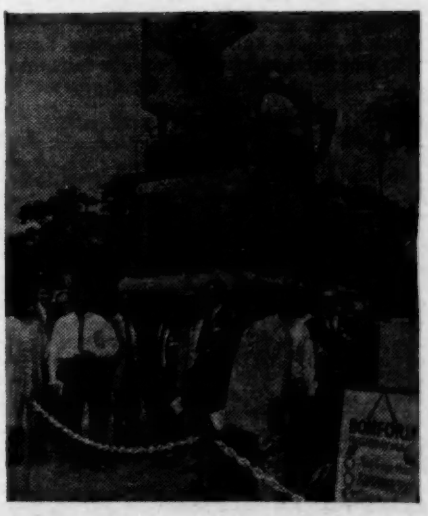
THE GERMAN Agriculture Society's (DLG) second International Dairy Engineering Exhibition, although of an experimental and highly specialized nature, proved for both participants and the organizers to be highly successful. During the five days of the Frankfurt exhibition, from June 23-27, keen interest was shown in new developments by experts from all over the world, representing the dairy, milk, soft drinks and packaging industries.

Of the 347 exhibitors, 101 came from outside the Federal Republic of Germany. France provided the strongest foreign contingent with 20 exhibitors, the United Kingdom with 15, the United States (13), Denmark (11), and the Netherlands (10). A Board of Trade sponsored joint venture stand comprising nine of the leading member firms of the British Dairy Engineering Association showed equipment ranging from milk and ice cream processing plant to bottle inspection and crate washing equipment. Four other British firms exhibited independently.

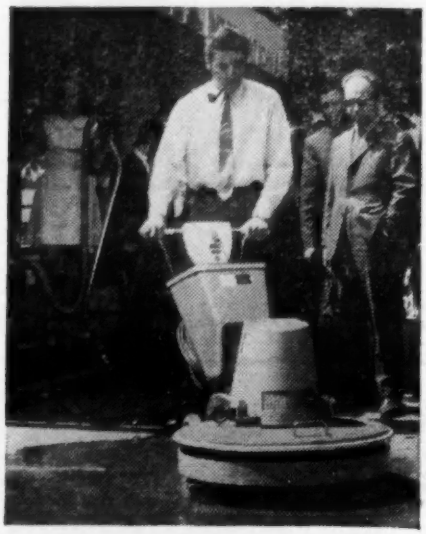
Altogether 11,000 trade visitors were registered, between 25 and 30 per cent coming from outdesi the Federal Republic. British exhibitors attracted great interest from Common Market and EFTA countries as well as Australasia, Japan and South America. In addition, visitors from Eastern European countries were very much in evidence, not least from the Soviet Union. This exhibition, previously held for the first time in conjunction with an international Dairy Congress in Munich in 1966, proved the value of holding a specialized exhibition for the dairy engineering an allied industries. The international development in the manufacture and utilization of plastic bottles was strongly emphasized, along with technological advances in milk and soft drink processing and packaging.

During the exhibition, Mr. A. H. Ballantyne, HM Consul-General in Frankfurt, accompanied by Dr. E. H. T. Hoblyn, director of the Dairy Engineers Association, visited the Board of Trade stand. One firm was able to report to them an order it had received for £40,000 worth of equipment from France, whilst all British exhibitors were enthusiastic about the prospects of business resulting from their participation. All British firms were heartened by the international interest shown in their products, and without exception they regarded the exhibition as an excellent opportunity to study and evaluate future market trends, particularly in Europe. One British exhibitor said that his manufacturing concept would now be altered on account of what he had seen during the five days of the exhibition, to enable his firm to meet the international demands more successfully.

The exhibition emphasized the strides made in recent years in both the processing and packaging of milk, dairy products and soft drinks. However, different techniques were evident and expert opinion seened still divided. Consumers in the UK for instance have a strong preference for milk in glass bottles, whilst the Federal Republic of Germany is leaning heavily towards plastic bottles and sachets. The exhibition proved that great efforts were being made towards further automation and rationalization in dairies with machinery becoming larger and more efficient. Automation in milk processing and handling is becoming necessary where labour is in short supply, particularly in the highly industrialized European countries. The interest among experts, furthered by the swift advance and technological improvements in processing and packaging, has caused the DLG to plan a further exhibition for 1971 and thereafter in three-year cycles.



Visitors intrigued by the unusual 'tower' display of Bomford & Evershed's Superflow chisel ploughs at the Royal Show recently included many overseas visitors and particularly this party of 12 agricultural experts from nine African countries. Superflows and Turbotillers are already at work in a number of overseas markets and Bomford's sales director, Mr. John Alcock (pictured second from left with Mr. Leighton Ryan, export sales manager) comments: 'The potential for our type of cultivators in Africa and the Middle East appears to be considerable. As a result of the show we have had several important inquiries which could well lead to a great expansion of our overseas markets.'



Cimex exhibited at the recent International Trade Fair in Poznan as part of their intensive sales campaign in Eastern Europe. Capturing the attention of the Polish onlookers is the company's largest scrubbing and polishing unit, the Titan, which is used in large buildings throughout the world.

'British Market' Stands in Italy

AN INTERESTING NEW initiative has been taken this year in the promotion of consumer goods by the British Embassy at Rome with the support of the Export Council for Europe.

As a result of experience at the Rome Christmas Fair last December, when the British Embassy sponsored a stand at which British toys and reading lamps were sold over the counter with at times the active assistance of a member of the Embassy's commercial staff, the Embassy encouraged Mr. and Mrs. Quinn of Florence to organize and run a 'British Market' stand to provide opportunities for agents of British goods in Italy to display and sell their wares to the public, to reduce for British exporters the cost and effort of participating in Italian trade fairs and to test-sell consumer goods which British exporters are thinking of launching on the Italian market. With full support and some financial help from the Export Council for Europe the first 'Market Stand' was opened at the trade fair at Bologna in May. This stand consisted of a bar selling Guinness and British beer and whisky and Schweppes products as well as other drinks, and counters displaying British products. These were taken by D & C (a prominent Italian agent of British foodstuffs), Dunhill's, Reckitts and Colman, Newfield Bendy Toys and Schweppes. In addition a counter was devoted to selling British postage stamps to collectors and a British letterbox was provided in which British picture post-cards with stamps could be posted for transmission to England and return to Italy by normal postal channels. Reading lamps, GBD pipes, Scotch plaids, scarves, etc., were also on sale to the public; and there was a stand sponsored by the British Travel Association.

At Bologna the Post Office stand proved a great success and the bar did a roaring trade, and there was some evidence that it was benefiting sales of British goods elsewhere in Bologna. At the end of May the 'Market Stand' was moved to the Padua Fair from which it will be going on to the fairs to be held later this year at Trieste, Messina and Bari. Up till now the stand has received excellent press publicity and was also the subject of an Italian TV item at a peak viewing time.

West Berlin store to promote British foodstuffs

BANTAM SUPER GmbH, the largest and most important discount food store in West Berlin, is planning a British promotion in 11 of its branches from January 30 to February 8, 1970. The store is interested in a comprehensive range of foodstuffs and beverages for this promotion, which will have as its theme 'Lebensmittel aus Grossbritannien' (Foodstuffs from Great Britain).

Inquiries should be addressed to Herr Steidel, Bantam Super GmbH, 1, Berlin 12, Bleibtreustrasse 13; or to Miss D. M. Wilmot, British Weeks and Store Promotions Directorate, Board of Trade, Tower Block, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-258 5757, Ext. 7211).

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export

Catering equipment sells in Jamaica

IMPERIAL MACHINE COMPANY – the Croxley Green catering equipment makers – report a complete sell-out of all the products on their stand at the Jamaican Hotel & Tourist Association Convention and Exhibition recently held in Kingston, Jamaica.

During the exhibition the Imperial stand – one of a number sponsored by the London Chamber of Commerce under the auspices of the Board of Trade – was visited by the Prime Minister of Jamaica, Mr. Hugh Shearer, and the British Deputy High Commissioner, who stayed to watch a demonstration of silver burnishing. Subsequently burnishers were sold to several of the island's leading hotels including one of Imperial's biggest models worth over £1,000 which went to the Sheriton Hotel. Further orders and inquiries for these versatile machines are still coming in.

Efco furnaces sell at Poznan

AT THE Poznan International Trade Fair, Efco-Royce Furnaces Ltd. – one of the Efco Group of Companies – won an order for heat treatment equipment valued at £138,000 from Elektrim, the Polish electrical import agency. The order covers the supply of sealed quench furnaces, atmosphere generators and control equipment.

This is the second order that the company has received from Elektrim during the last six weeks, the previous order, valued at £250,000, being for furnaces and ancillary equipment for the Polish automobile industry.

The Board of Trade organized the British Pavilion at this important international event, which was held from June 8-17.

Orders from Gothenburg

As a result of the Federation of Sussex Industries' participation, with Board of Trade assistance, in the Gothenburg Trade Fair an order for 10,000 Drinkmaster dispensing machines amounting to just on £90,000 and an order for houseboats amounting to £40,000 have been signed. This is in addition to orders for other goods taken at the fair.

Yorkshire looms on show in Carolina

WILSON and Longbottom Limited, the carpet loom manufacturers of Barnsley, Yorkshire, announce that at the Greenville Exhibition, Carolina, to be held from October 20-24, they will be making a feature of a new continuous weft insertion loom and a narrow Conwell sizing machine. The Board of Trade, together with the British Textile Machinery Organization are organizing a joint venture for this specialized exhibition.

English Electric at Tehran

ENGLISH ELECTRIC's Industrial Actuator Division at Luton, Bedfordshire, are exhibiting on the company's stand in the British Pavilion, which is being organized by the Board of Trade, at the 2nd Asian International Trade Fair, Tehran, October 5-24. To be shown for the first time in Tehran will be an example of their new Cybac range of valve actuator equipment. This will be a Cybac 30 actuator fitted with integral electric control gear driven through a type 6316 second stage worm and wheel gearbox. This actuator gearbox combination will be shown operating a 27 in. diameter butterfly valve.

Cybac actuators are now being supplied for major installations in Russia, Rumania, South Africa, Australia and Italy.

Dowty equipment for Norway

AT THE Norwegian Fisheries Fair, Trondheim (August 14 to 24), Dowty Hydraulic Units Ltd., who are concerned with the development of hydrostatic transmissions and hydraulic equipment for use in fishing vessels, are exhibiting examples from a range of products in wide use in many types of marine craft overseas.

A major exhibit will be a working demonstration of a Dowty hydraulic power pack and Mastra winch which will be controlled from a 'wheelhouse' of a fishing vessel on the stand. This system is similar to those being supplied to Mexico to equip 100 vessels. A Shetland fish gutting machine, powered by Dowty hydraulics, will also be on show. A simple lever and handwheel control the speed of the machine to suit the operator's own working rate.

At the recent Chicago Music Show Mr. Alfred Knight, whose company were participating in the show for the nineteenth consecutive year, demonstrates the tone of his piano to an appreciative audience.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to development countries

India

AN AGREEMENT recently signed in New Delhi gives effect to this year's British contribution to Indian debt refinancing – a loan of £7.5 million for refinancing capital repayments due this year from past British loans.

This British loan is part of the plan, sponsored by the World Bank, whereby individual members of the Aid India Consortium accepted an obligation to refinance part of Indian debt service payments due to them in order to alleviate India's current debt burden. As a whole, consortium members will be granting relief of a total of some 100 million dollars during 1969/70: the agreement signed with the United Kingdom today is the first of a series of debt relief agreements which the Indian Government expects to sign this financial year.

The United Kingdom also provided debt relief of £7.5 million last year. This year's debt relief, like last year's, takes the form of a soft aid loan repayable over 25 years, with no interest, and with a grace period of seven years. The loan is part of an aid pledge of £38 million which the United Kingdom has made to India for 1969/70.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277), quoting reference number CRE 20231/G.

Denmark and Czechoslovakia

A PROTOCOL to the 1966-71 five-year trade agreement between Denmark and Czechoslovakia was signed in Copenhagen in May. This established the areas of trade during the 12-month period beginning June 1, 1969.

Arrangements for Czechoslovak exports to Denmark will again provide for the free licensing of goods such as meat and edible offals, fruit and vegetables in vinegar, fertilizers, newsprint, certain textile fabrics, iron and steel articles and machine tools. In addition quotas have been negotiated at either fixed or indicative levels for a number of other products. These include woven fabrics of cotton, footwear, flat glass, household glassware, furniture and motorized bicycles.

Danish exports to Czechoslovakia are expected to include beef and slaughtering cattle, field seeds, fresh and processed fish, fish meal, chemical and pharmaceutical raw materials, hydraulic motors, office machinery and diesel engines.

Copies of the text of the new protocol and lists of commodities are available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Malaysia and Yugoslavia

AN AGREEMENT designed to establish and develop direct trade relations between the Socialist Federal Republic of Yugoslavia and Malaysia on the basis of equality and mutual benefit was signed in Kuala Lumpur on June 26.

In it the two countries agree to accord each other most-favoured-nation treatment in tariff and other commercial matters and to endeavour to increase the volume of trade between them. Schedules to the Agreement list commodities which Yugoslavia and Malaysia wish particularly to xport to the other.

The Agreement, which is subject to ratification by the Yugoslav Government, is valid for one year but automatically remains in force for further periods of one year each unless written notice is given by either Contracting Party to the other of its intention to terminate the Agreement 90 days prior to the expiry of each period.

A copy of the Agreement can be seen at Export Services Branch, Tariff Section, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 471/472/473).

Hints to businessmen visiting Tanzania and Guatemala

REVISED EDITIONS of the booklets on Tanzania and Guatemala have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

J. V. Duffy Limited of Shankill, Co. Dublin, one of Eire's leading civil engineering contractors, have purchased their third Hy-Mac 1080 all-hydraulic excavator, for the £300,000 Cork City main drainage scheme. Picture shows Mr. G. B. Taylor (centre), managing director, Hydraulic Machinery (Great Britain) Limited, handing over the new excavator to Mr. John Duffy at the Hy-Mac Works, Rhymney. Left to right: Mr. N. A. Calvert of J. H. Saville and Company Limited, Hy-Mac distributor for Eire; Mr. R. J. Adams, Hy-Mac area manager; Mr. Louis Dunne of J. V. Duffy Limited.

ANGOLA

Bulletin 137/69

ELECTRICITY BOARD:
Power Stations. August 25. E.S.B. 29991/69/J.

AUSTRALIA

Bulletin 134/69

STATE ELECTRICITY COMMISSION OF VICTORIA:
*60s. **Switchgear.** August 6. E.S.B. 29259/69/J.
*47s. **Transformers.** August 6. E.S.B. 29260/69/J.
*27s. **Circuit Reclosers.** (Further Information.) E.S.B. 28866/69/J.
PROSPECT COUNTY COUNCIL:
*22s. **Transformers.** August 11. E.S.B. 29263/69/J.
*37s. **Circuit Breakers.** August 11. E.S.B. 29264/69/J.
*51s. **Switchgear.** August 6. E.S.B. 29262/69/J.
*63s. **Transformers.** August 6. E.S.B. 29261/69/J.
EMERALD SHIRE COUNCIL:
*194s. **Pumps and Control Equipment.** August 11. E.S.B. 29256/69/J.
CAPRICORNIA REGIONAL ELECTRICITY BOARD:
*34s. **Metering Units.** August 19. E.S.B. 29287/69/J.

Bulletin 135/69

DEPARTMENT OF CIVIL AVIATION:
*Control Towers. September 9. E.S.B. 29300/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
Air Conditioning, Heating and Pressurizing Plants. August 11. E.S.B. 29507/69/J.
EMERALD SHIRE COUNCIL:
*148s. **Pumps and Control Equipment.** August 11. E.S.B. 29257/69/J.
MELBOURNE AND METROPOLITAN BOARD OF WORKS:
Traffic Signal Equipment. August 5. E.S.B. 29567/69/J.

Bulletin 136/69

HUNTER DISTRICT WATER BOARD:
*60s. **Sludge Heater, Heat Exchanger.** August 13. E.S.B. 29525/69/J.
REPATRIATION DEPARTMENT:
*5s. **Ex-ray Films.** August 5. E.S.B. 29783/69/J.
SNOWY MOUNTAINS HYDRO ELECTRIC AUTHORITY:
Construction of Regional Headquarters. (Pre-qualification.) E.S.B. 29955/69/J.

AUSTRIA

Bulletin 134/69

MAGISTRATSABTEILLUNG STADGARTENAMT.
*18s. (In English, French and German.) **Horticultural and Architectural Competition.** January 9, 1970. E.S.B. 29296/69/J.

BRUNEI

Bulletin 136/69

FRANK AND VARGESON:
Building Specialities. Closing date not stated. E.S.B. 29251/69/J.

BRAZIL

Bulletin 137/69

COMPANHIA METROPOLITAN DE AGUA DE SAO PAULO:
*1s. (In Portuguese.) **Electrical Equipment.** September 10. E.S.B. 29930/69/J.

BURMA

Bulletin 133/69

MINISTRY OF DEFENCE:
*4s. **Generating Sets.** August 30. E.S.B. 29064/69/J.
ELECTRICITY SUPPLY BOARD:
*7s. **Air Compressors and Pumps.** August 18. E.S.B. 29063/69/J.

Bulletin 135/69

PEOPLE'S OIL INDUSTRY:
*39s. **Lubricants.** August 15. E.S.B. 29510/69/J.

Bulletin 136/69

MYANMA EXPORT IMPORT CORPORATION:
*3s. **Lignin.** August 4. E.S.B. 29560/69/J.
*3s. **Pitch.** August 4. E.S.B. 29561/69/J.
*3s. **Battery Containers.** August 4. E.S.B. 29562/69/J.
*9s. **Battery Separators.** August 4. E.S.B. 29563/69/J.
*3s. **Grinding Wheels.** August 11. E.S.B. 29940/69/J.
*2s. **Tin Tagger.** August 7. E.S.B. 29939/69/J.
*3s. **Carbon Sticks.** August 4. E.S.B. 29957/69/J.
*3s. **Ebonite Dust.** August 4. E.S.B. 29958/69/J.
*3s. **Graphite Powder.** August 4. E.S.B. 29959/69/J.
*3s. **Welding Electrodes.** August 9. E.S.B. 29960/69/J.
*3s. **V Belts.** August 4. E.S.B. 29961/69/J.
*3s. **Rice Mill Spares.** August 4. E.S.B. 29962/69/J.
AGRICULTURAL AND RURAL DEVELOPMENT CORPORATION:
*14s. **Fertilizers.** August 10. E.S.B. 29965/69/J.

CANADA

Bulletin 134/69

MANITOBA HYDRO:
*160s. **Crane.** (Further Information.) E.S.B. 28894/69/J.

Bulletin 136/69

DEPARTMENT OF PUBLIC WORKS:
Construction of a Building. September 11. E.S.B. 29524/69/J.

Bulletin 137/69

TENDER TRANSIT COMMISSION:
*20s. **Steel Rails.** August 5. E.S.B. 29935/69/J.

CEYLON

Bulletin 133/69

DEPARTMENT OF RURAL AND SMALL INDUSTRIES:
Textile Dyes; Chemicals. (Further Information.) E.S.B. 27797/69/J.

Bulletin 134/69

MINISTRY OF HOME AFFAIRS:
*5s. **Rectified Spirit.** (Further Information.) E.S.B. 28816/69/J.

NATIONAL SALT CORPORATION:
*5s. **Mobile Belt Conveyor.** (Further Information.) E.S.B. 28884/69/J.
HEALTH DEPARTMENT:
*1s. (Press notice.) **Pharmaceuticals.** September 5. E.S.B. 29741/69/J.
GOVERNMENT STORES DEPARTMENT:
Cotton Canvas. September 9. E.S.B. 29740/69/J.

CHILE

Bulletin 134/69

EMPRESA DE TRANSPORTES COLECTIVOS DEL ESTADO:
*4s. (In Spanish.) **Buses.** August 4. E.S.B. 29231/69/J.

ETHIOPIA

Bulletin 136/69

MINISTRY OF EDUCATION:
Furniture Manufacturing Materials. August 18. E.S.B. 29782/69/J.

FIJI

Bulletin 135/69

GOVERNMENT SUPPLY BOARD:
*2s. **Foodstuffs.** August 5. E.S.B. 29526/69/J.
*3s. **Tyres and Tubes.** August 8. E.S.B. 29527/69/J.

GREECE

Bulletin 133/69

MINISTRY OF TRADE:
*3s. **Orthopaedic Materials.** August 11. E.S.B. 29080/69/J.

Bulletin 134/69

*7s. **Laboratory Equipment.** August 13. E.S.B. 29097/69/J.
PUBLIC POWER CORPORATION:
Relays. August 12. E.S.B. 29226/69/J.
Metal Coated Boards, Sub-Station Cells. August 29. E.S.B. 29228/69/J.
MINISTRY OF TRADE:
*13s. **Electronic Instruments.** August 11. E.S.B. 29099/69/J.
*5s. **Laboratory Equipment.** August 6. E.S.B. 29230/69/J.

(Continued on next page)

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room* H24, *Hillgate House,* 35 *Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

Bulletin 136/69
*3s. **Paper Separating.** August 29. E.S.B. 29768/69/J.
GREEK STATE RAILWAYS:
*11s. **Lamps.** August 5. E.S.B. 29945/69/J.
MINISTRY OF TRADE:
*4s. **Truck.** August 8. E.S.B. 29909/69/J.
*3s. **Scarphing Machine.** August 18. E.S.B. 29952/69/J.
*7s. **Crane, Tractor.** August 22. E.S.B. 29911/69/J.
*3s. **Book Binding Machine.** August 27. E.S.B. 29771/69/J.
*4s. **Paper Cutting and Vibrating Machines.** August 27. E.S.B. 29772/69/J.
*3s. **Condensation Pestles.** October 29. E.S.B. 29770/69/J.
*3s. **Ovens.** August 29. E.S.B. 29769/69/J.
*4s. **Surgical Gloves.** August 18. E.S.B. 29913/69/J.
*6s. **Drawing Materials.** August 13. E.S.B. 29915/69/J.
*4s. **Insecticides.** August 13. E.S.B. 29949/69/J.
*3s. **Printing Machine, Stapling Machine.** August 22. E.S.B. 29950/69/J.
*8s. **Photographic Supplies, Radiosonde Sets.** August 18. E.S.B. 29908/9/J.
*Hospital Equipment. August 8. E.S.B. 29910/69/J.
*17s. **Hospital Equipment.** August 18. E.S.B. 29914/69/J.
*4s. **Nylon Ropes.** August 6. E.S.B. 29912/69/J.
*4s. **Perforators.** August 25. E.S.B. 29951/69/J.
*13s. **Recording Equipment.** August 11. E.S.B. 29947/69/J.
*3s. **Hospital Inter-Communications System.** August 18. E.S.B. 29948/69/J.

Bulletin 137/69
PUBLIC POWER CORPORATION:
Crane. August 19. E.S.B. 29916/69/J.

GUATEMALA

Bulletin 133/69
FERROCARRILES DE GUATEMALA:
*52s. (In Spanish.) **Locomotives.** (Further Information.) Closing date extended to August 22. E.S.B. 24091/69/J.

INDIA

Bulletin 133/69
BHABHA ATOMIC RESEARCH CENTRE:
*57s. **Radiation Shielding Windows.** (Further Information.) E.S.B. 26846/69/J.
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*27s. **Lathes.** (Further Information.) E.S.B. 23543/69/J.

Bulletin 134/69
WEST BENGAL STATE ELECTRICITY BOARD:
Switch Board. August 22. E.S.B. 29246/69/J.

Bulletin 136/69
HINDUSTAN COPPER LTD.:
Diamond Core Bits, Core Bits. These requirements will be obtained locally. E.S.B. 28554/69/J and 28555/69/J respectively.
HARYANA STATE ELECTRICITY BOARD:
Circuit Breakers with Control Panel. Requirements to be supplied from local sources. (Further Information.) E.S.B. 27113/69/J.

Bulletin 137/69
BHABHA ATOMIC RESEARCH CENTRE:
Handling Mini-Manipulators. August 5. E.S.B. 29983/69/J.
HYDEL SUBSTATION DESIGN CIRCLE; ELECTRICITY BOARD:
*48s. **Transformers.** September 16. E.S.B. 29932/69/J.
HINDUSTAN STEEL LTD.:
Rolls for Rolling Mills. August 28. E.S.B. 29985/69/J.
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*Billet Cropping Machine. August 8. E.S.B. 29920/69/J.

IRAN

Bulletin 133/69
IRANIAN STATE RAILWAYS:
*8s. **Field Telephone.** September 6. E.S.B. 29045/69/J.
GHAZVIN DEVELOPMENT AUTHORITY:
*Agricultural Machinery. August 30. E.S.B. 29065/69/J.

Bulletin 136/69
IRANIAN STATE RAILWAYS:
*15s. **Drills.** September 9. E.S.B. 29784/69/J.

IRAQ

Bulletin 133/69
IRAQI PORTS ADMINISTRATION:
*4s. **Copper Rods; Phosphor.** (Further Information.) E.S.B. 27401/69/J.
DIRECTOR GENERAL OF CIVIL DEFENCE:
*7s. **Wireless Sets.** (Further Information.) E.S.B. 27777/69/J.
IRAQI BICYCLE MANUFACTURING CO.:
*6s. **Bicycle Parts.** (Further Information.) E.S.B. 27779/69/J.
*4s. **Bicycle Parts.** (Further Information.) E.S.B. 27780/69/J.

Bulletin 134/69
IRAQI PORTS ADMINISTRATION:
*4s. **Magnetic Tape and Tape Splicers.** August 6. E.S.B. 29238/69/J.
*4s. **Fume Extractors.** August 12. E.S.B. 29234/69/J.
*4s. **Electrodes.** August 6. E.S.B. 29233/69/J.
*6s. **Industrial Fasteners.** August 13. E.S.B. 29237/69/J.
*4s. **Steel Wire Ropes.** August 13. E.S.B. 29239/69/J.

Bulletin 135/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*19s. **Poles and Fittings; Iron; Steel.** (Further Information.) E.S.B. 26959/69/J.
MINISTRY OF OIL AND MINERALS:
Pipes and Fittings. August 19. E.S.B. 29760/69/J.
Construction of Oil Depot. September 16. E.S.B. 29757/69/J.
MINISTRY OF MUNICIPAL AND VILLAGE AFFAIRS:
Chlorine Gas. August 23. E.S.B. 29796/69/J.
ADMINISTRATION AND DISTRIBUTION OF OIL PRODUCTS:
Meter Cycles. August 16. E.S.B. 29759/69/J.
IRAQI CARPET COMPANY:
Construction of Factory. August 10. E.S.B. 29798/69/J.
IRAQI BICYCLE MANUFACTURING CO.:
Bicycle Parts. August 14. E.S.B. 29797/69/J.

Bulletin 136/69
MINISTRY OF OIL:
*12s. **Metals and Accessories.** September 2. E.S.B. 29746/69/J.

IRISH REPUBLIC

Bulletin 133/69
GALWAY COUNTY COUNCIL:
Water Supply Project. August 19. E.S.B. 29215/69/J.

Bulletin 136/69
Filter Plant. August 19. E.S.B. 29941/69/J.
DUBLIN CORPORATION:
Photo-electric Controls. August 12. E.S.B. 29942/69/J.

JORDAN

Bulletin 135/69
JORDANIAN ELECTRIC POWER CO.:
Transformers. August 5. E.S.B. 29298/69/J.
*10s. **Bi-Directional Meter Prover System.** August 18. E.S.B. 29299/69/J.

KOREA

Bulletin 136/69
OFFICE OF SUPPLY:
*6s. **Laboratory Grinding Plant, Mice, Guinea Pigs and Feed.** August 7. E.S.B. 29779/69/J.

KUWAIT

Bulletin 133/69
CENTRAL TENDERS COMMITTEE:
*1s. **External Telecommunications Plant.** (Further Information.) E.S.B. 27109/69/J.

Bulletin 137/69
MINISTRY OF ELECTRICITY AND WATER:
*15s. **Water Meters.** August 24. E.S.B. 29986/69/J.
MINISTRY OF PUBLIC HEALTH:
*6s. (In Arabic.) **Cleaning Tools and Materials.** September 2. E.S.B. 29987/69/J.
ARABIAN OIL COMPANY (JAPAN) LTD.:
Caustic Soda. September 17. E.S.B. 29990/69/J.

Bulletin 138/69
KUWAIT NATIONAL PETROLEUM CO.:
*4s. **Pipe Fittings, Pipe.** August 4. E.S.B. 29971/69/J.
*3s. **Exchanger Tubes.** August 4. E.S.B. 29970/69/J.
*4s. **Heater Tubes.** August 4. E.S.B. 29969/69/J.

LIBYA

Bulletin 136/69
MINISTRY OF FINANCE:
Construction of Cultural Centre. November 10. E.S.B. 29761/69/J.
Furniture, Medical Equipment. (Further Information.) E.S.B. 27946/69/J.

MALAYSIA

Bulletin 134/69
SABAH STATE RAILWAYS:
Locomotives. September 8. E.S.B. 29288/69/J.
STATE CENTRAL TENDERS BOARD:
*2s. **Chemicals.** September 8. E.S.B. 29297/69/J.

Bulletin 136/69
TELECOMMUNICATIONS DEPARTMENT:
*3s. **Valves.** August 6. E.S.B. 29703/69/J.
PUBLIC WORKS DEPARTMENT:
*82s. **Water Treatment Plant Equipment.** August 30. E.S.B. 29709/69/J.

MALTA

Bulletin 133/69
TREASURY:
*Laboratory Equipment. (Further Information.) E.S.B. 28812/69/J.

Bulletin 134/69
MALTA ELECTRICITY BOARD:
Seawater Distillation Plant. (Advance Information.) Closing date not known. E.S.B. 29508/69/J.

Bulletin 136/69
TREASURY:
*Anaesthetic. August 14. E.S.B. 29946/69/J.

Bulletin 137/69
*Brooms. August 14. E.S.B. 29919/69/J.

MOZAMBIQUE

Bulletin 133/69
PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
*13s. (In Portuguese.) **Radio Telephonic Equipment.** September 9. E.S.B. 29020/69/J.

Bulletin 136/69
*Signalling and Remote Control Equipment. August 18. E.S.B. 29786/69/J.

NETHERLANDS

Bulletin 137/69
DIRECTORATE-GENERAL OF WATERWAYS:
Construction of Road. August 12. E.S.B. 29988/69/J.

NEW ZEALAND

Bulletin 134/69
MINISTRY OF WORKS:
*3s. **Textiles.** August 12. E.S.B. 29085/69/J.
NEW ZEALAND RAILWAYS:
*7s. **Track Circuit Rail Bonds.** August 13. E.S.B. 29084/69/J.

Bulletin 135/69
NEW ZEALAND FOREST SERVICE:
*3s. **Laboratory Pulp Centric-Cleaner.** August 11. E.S.B. 29389/69/J.

Bulletin 136/69
POST OFFICE HEADQUARTERS:
*6s. **Group Delay Measuring Sets.** August 4. E.S.B. 29776/69/J.
NEW ZEALAND FOREST SERVICE:
*3s. **Survey Equipment.** August 12. E.S.B. 29778/69/J.
NEW ZEALAND ELECTRICITY DEPARTMENT:
Cranes; Hoists. Closing date not stated. E.S.B. 29780/69/J.
AUCKLAND HOSPITAL BOARD:
*1s. **Photographic Developing Unit.** August 5. E.S.B. 29766/69/J.

(Continued on next page)

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OPPORTUNITIES FOR EXPORTERS, *continued*

NIGERIA

Bulletin 133/69
ELECTRICITY CORPORATION OF NIGERIA:
Construction of Power Stations. August4. E.S.B. 29214/69/J.

PAPUA AND NEW GUINEA

Bulletin 134/69
SUPPLY AND TENDERS BOARD:
Cranes. August 19. E.S.B. 29258/69/J.

Bulletin 137/69
*1s. Radio-Telephone Equipment. (Further Information.) E.S.B. 26578/69/J.

SAUDI ARABIA

Bulletin 134/69
UNIVERSITY OF RIYADH:
Scientific Apparatus, Chemicals. November 13. E.S.B. 29092/69/J.

Bulletin 135/69
MINISTRY OF INFORMATION:
Broadcasting and Transmitting Apparatus Spare Parts. September 20. E.S.B. 29579/69/J.

SOUTH AFRICA, REPUBLIC OF

Bulletin 133/69
SOUTH AFRICAN RAILWAYS:
Electric Railway Coaches. (Further Information.) Closing date postponed to September 5. E.S.B. 16247/69/J.

CAPE PROVINCIAL TENDER BOARD:
Lockers. August 15. E.S.B. 29201/69/J.
*3s. Guillotines. August 5. E.S.B. 29077/69/J.
*2s. Charcoal Sticks. August 5. E.S.B. 29078/69/J.

Bulletin 135/69
STATE TENDER BOARD:
*1s. Asbestos Cloth. August 8. E.S.B. 29528/69/J.

SUDAN

Bulletin 133/69
MINISTRY OF HEALTH:
*Hospital Equipment. (Further information.) Closing date extended to July 31. E.S.B. 22148/69/J.

Bulletin 135/69
FORESTS DEPARTMENT:
*2s. Sleeper Clamps. August 5. E.S.B. 28276/69/J.
STORES AND EQUIPMENT DEPARTMENT:
*7s. Safes; Paper Baskets. August 4. E.S.B. 29519/69/J.
CENTRAL ELECTRICITY AND WATER CORPORATION:
*3s. Surface Box and Covers. August 7. E.S.B. 29574/69/J.
*3s. Bus-Bar Tailless Unit. August 13. E.S.B. 29575/69/J.
Ladders. August 8. E.S.B. 29576/69/J.
*6s. Cable. August 12. E.S.B. 29573/69/J.
SUDAN RAILWAYS:
*1s. Band Saw Machines. August 6. E.S.B. 29571/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 133/69
BARADA METALLIC INDUSTRIES CORPORATION:
Aluminium Freezers. Closing date not stated. E.S.B. 29213/69/J.

Bulletin 135/69
SOUTHERN ZONE ELECTRICITY DIRECTORATE:
Lamps and Sockets. October 6. E.S.B. 29543/69/J.

Bulletin 136/69
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Switches. August 16. E.S.B. 29533/69/J.
Circuit Breakers. August 13. E.S.B. 29540/69/J.
MINISTRY OF DEFENCE:
Lead Oxide. August 10. E.S.B. 29536/69/J.
HOMS WATER SUPPLY DEPARTMENT:
Water Sterilizing Units. August 16. E.S.B. 29534/69/J.
AL-SHAHBA CEMENT AND CONSTRUCTION MATERIALS CO.:
Electric Motor. August 10. E.S.B. 29532/69/J.

TAIWAN

Bulletin 133/69
CENTRAL TRUST OF CHINA:
*7s. Lifting Jacks. August 25. E.S.B. 29052/69/J.
*6s. High Vacuum Oil Purifier. August 27. E.S.B. 29054/69/J.
*4s. Cellulose Wrapping. August 27. E.S.B. 29053/69/J.
*3s. Bus Chassis. August 28. E.S.B. 29055/69/J.
*5s. Stretcher. August 4. E.S.B. 29056/69/J.
*3s. Fork Lift Trucks. August 5. E.S.B. 29057/69/J.
*4s. Antennas, Connectors, Cable. August 6. E.S.B. 29058/69/J.
*9s. Radiation Measuring Instruments. August 4. E.S.B. 29266/69/J.

Bulletin 134/69
*4s. Insulating Bricks; Cement. August 4. E.S.B. 29267/69/J.
*2s. Bentonite. August 5. E.S.B. 29268/69/J.
Truck Chassis. August 5. E.S.B. 29269/69/J.
*3s. Air Dehumidifier. August 6. E.S.B. 29270/69/J.
*4s. Carbon Tubes. August 6. E.S.B. 29271/69/J.
*4s. Steel Sharting. August 7. E.S.B. 29272/69/J.
*4s. Tensile Strength Testing Machine. August 11. E.S.B. 29273/69/J.
*3s. Sodium Chlorate. August 28. E.S.B. 29278/69/J.
*5s. Rice Washing and Feeding Equipment. August 29. E.S.B. 29279/69/J.
*3s. Lead Base Babbit Metal. August 30. E.S.B. 29280/69/J.
*6s. Radio Remote Control Equipment. August 30. E.S.B. 29281/69/J.

Bulletin 137/69
*2s. Steel Pipes. August 13. E.S.B. 29992/69/J.
*3s. Valves, Gate, Globe and Check. August 14. E.S.B. 29993/69/J.
*2s. Low Temperature Cabinet. August 14. E.S.B. 29994/69/J.
*4s. Drilling Equipment, Cementing Equipment. September 3. E.S.B. 29997/69/J.
*3s. Zinc Ingot. September 3. E.S.B. 29998/69/J.
*4s. Railway Wagon Mover. September 4. E.S.B. 29999/69/J.

Bulletin 138/69
*4s. Vehicles. September 8. E.S.B. 30310/69/J.
*6s. Fire Vehicle. September 5. E.S.B. 30311/69/J.
*3s. Hose. September 6. E.S.B. 30312/69/J.
*4s. Conveyor Belting. September 5. E.S.B. 30313/69/J.
*4s. Steel Plate. September 6. E.S.B. 30314/69/J.
*4s. Expansion Joints. September 4. E.S.B. 30315/69/J.
*7s. Stop Valves. September 5. E.S.B. 30316/69/J.
*4s. Potentiometer, Electrometer, Micropositioner, Liquid Gas Storage Vessel. August 15. E.S.B. 30303/69/J.
*5s. Foam Fabric Sealing Assembly; Drain Pipe Assembly. September 8. E.S.B. 30309/69/J.
*2s. Nickel Shot. August 9. E.S.B. 30304/69/J.
*4s. Pharmaceuticals. August 19. E.S.B. 30302/69/J.
*21s. Lifts. August 30. E.S.B. 30301/69/J.
*2s. Borax. August 15. E.S.B. 29995/69/J.

THAILAND

Bulletin 136/69
THAILAND TOBACCO MONOPOLY:
*1s. Aluminium Foil. August 5. E.S.B. 29735/69/J.
GLASS ORGANIZATION (BANGNA):
Construction of Factory. October 31. E.S.B. 29721/69/J.
STATE RAILWAY OF THAILAND:
*2s. Electrical Supplies. August 4. E.S.B. 29545/69/J.
*1s. Electrical Accessories. August 5. E.S.B. 29547/69/J.
Generator Sets. August 20. E.S.B. 29719/69/J.
PROVINCIAL ELECTRICITY AUTHORITY:
Insulator. August 4. E.S.B. 29722/69/J.
Fuses. August 8. E.S.B. 29723/69/J.

Bulletin 137/69
METROPOLITAN ELECTRICITY AUTHORITY:
*20s. Roadway Lighting. September 8. E.S.B. 29984/69/J.

TUNISIA

Bulletin 134/69
PUBLIC WORKS DEPARTMENT:
*2s. (In French.) Laboratory Equipment Works. August 15. E.S.B. 29285/69/J.

TURKEY

Bulletin 133/69
TEKEL GENEL MUDURLUGU:
*5s. (In Turkish.) Cellulose Wrapping Paper. August 11 and 13. E.S.B. 29186/69/J.

Bulletin 135/69
MINISTRY OF PUBLIC WORKS:
*80s. Harbour Construction Equipment. September 12. E.S.B. 29600/69/J.
DENIZ KUVVETLERI KOMUTANLIGI:
*12s. Steel Boiler Pipes. August 22. E.S.B. 29286/69/J.

Bulletin 136/69
GROUND FORCES COMMAND:
7s., 6s., 5s., respectively, plus 5s. for Conditions. X-ray Equipment, Narcose Apparatus, Respirators. September 1. E.S.B. 29712/69/J.
MINISTRY OF HEALTH AND SOCIAL WELFARE:
*22s. Medical Equipment. August 11. E.S.B. 29711/69/J.

Bulletin 137/69
STATE HYDRAULIC WORKS:
*7s. Clocks. August 4. E.S.B. 29923/69/J.
PTT GENEL MUDURLUGU:
*49s. Gas Control System. October 8. E.S.B. 29581/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 134/69
EGYPTIAN RAILWAYS:
Ultrasonic Spare Parts. August 20. E.S.B. 29096/69/J.

URUGUAY

Bulletin 134/69
STATE ELECTRICITY AND DEVELOPMENT BOARD:
Steel Cable. 1st call, September 2; 2nd call, September 9. E.S.B. 29282/69/J.

VIETNAM

Bulletin 134/69
INDUSTRIAL DEVELOPMENT CENTRE:
*11s. Printing Machinery and Equipment. August 30. E.S.B. 29283/69/J.
*10s. Printing Machinery and Equipment. August 30. E.S.B. 29284/69/J.

Bulletin 137/69
*12s. Battery Plant Equipment. August 30. E.S.B. 29921/69/J.

YUGOSLAVIA

Bulletin 133/69
PODUZECE ELEKTROOPSKRBA:
*1s. Electronic Computer. September 10. E.S.B. 28517/69/J.

ZAMBIA

Bulletin 136/69
CENTRAL SUPPLY AND TENDER BOARD:
*22s. Overhead Line Materials. August 15. E.S.B. 29544/69/J.
*2s. Accumulators. August 15. E.S.B. 29714/69/J.
*2s. Aquaria. August 15. E.S.B. 29715/69/J.
*2s. Microscopes. August 15. E.S.B. 29716/69/J.

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Opportunities for exporters—
Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone: 01-248 5757, Extns. 7016, 7017. Telex: 886143, Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

The crankshaft of a 1,000 bhp Mirrlees Blackstone diesel engine being lowered into its bearings at the Stamford works of Mirrlees Blackstone Limited, a Hawker Siddeley company. This engine is one of three which will provide power for container handling cranes being built for New York Harbour by Herbert Morris Limited, Loughborough. Each crane will also have a 56 kW diesel driven auxiliary generating set manufactured by R. A. Lister & Co. Ltd., another Hawker Siddeley company.

ABU DHABI

Bulletin 137/69
Inquiry for brass rod; fasteners; fibre glass; hand tools, locks; valves; wire rope. E.S.B. 30143/69/J.

AFGHANISTAN/INDIA

Bulletin 133/69
Inquiry for dried fruit processing machinery. E.S.B. 27551/69/J.

ALGERIA

Bulletin 136/69
Inquiry for caravans; forestry equipment; generators; irrigation plant; meteorological equipment; prefabricated houses; road construction equipment; tents. E.S.B. 28795/69/J.

AUSTRALIA

Bulletin 133/69
Inquiry for building materials and components. E.S.B. 25971/69/J.

Bulletin 134/69
Agency inquiry for sewage fittings. E.S.B. 27337/69/J.

Bulletin 136/69
Inquiry for Scotch whisky. E.S.B. 29622/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 133/69
*38s. Inquiry for surge diverters. E.S.B. A/44/69/J.

Bulletin 134/69
Inquiry for sodium dichromate. E.S.B. S/63/69/J.
Inquiry for metaraminol bitartrate. E.S.B. S/64/69/J.

Bulletin 135/69
Inquiry for dacthal. E.S.B. A/43/69/J.

Bulletin 136/69
Inquiry for powered-wire accumulator. E.S.B. S/65/69/J.
3s. Inquiry for regenerating machine. E.S.B. M/24/69/J.

Bulletin 137/69
7s. Inquiry for gas chromatograph. E.S.B. A/45/69/J.

AUSTRIA

Bulletin 133/69
Agency inquiry for ventilation equipment. E.S.B. 28435/69/J.

Bulletin 135/69
Agency inquiry for steel pipe. E.S.B. 21089/69/J.

Bulletin 136/69
Inquiry for jersey shirts; cotton jersey material. E.S.B. 47720/68/J.
Agency inquiry for raw materials for confectionery industry. E.S.B. 46605/68/J.
Agency inquiry for machine tools. E.S.B. 29887/69/J.

Bulletin 137/69
Agency inquiry for yarns. E.S.B. 29357/69/J.
Inquiry for valves and fittings for industrial furnaces. E.S.B. 29477/69/J.

BAHAMAS

Bulletin 133/69
*9s. Inquiry for asbestos cement; clamps; fire hydrants; joints and bends; manhole covers; pipes; PVC; valves. E.S.B. 29140/69/J.
5s. Inquiry for aluminium windows. E.S.B. 29301/69/J.

BAHRAIN

Bulletin 137/69
Agency inquiry for paint. E.S.B. 29364/69/J.

BELGIUM

Bulletin 133/69
Inquiry for vehicles. E.S.B. 26716/69/J.

Bulletin 136/69
Inquiry for earthmoving equipment and vehicles. E.S.B. 26716/69/J.

BERLIN

Bulletin 133/69
Agency inquiry for reproduction furniture. E.S.B. 29000/69/J.
Agency inquiry for textile fabrics. E.S.B. 28988/69/J.

Bulletin 135/69
Inquiry for metal containers. E.S.B. 28729/69/J

BERMUDA

Bulletin 126/69
Inquiry for meat. E.S.B. 29358/69/J.

BRAZIL

Bulletin 133/69
Inquiry for electric, gas and parking meters. E.S.B. 27873/69/J.

Bulletin 137/69
Inquiry for rotary pumps. E.S.B. 28449/69/J.

CANADA

Bulletin 133/69
Inquiry for incinerators; pollution and pollution control equipment; pumps; valves and fittings. E.S.B. 28910/69/J.
Inquiry for foil. E.S.B. 17442/69/J.

Bulletin 134/69
Inquiry for machine tools. E.S.B. 9291/69/J.
Inquiry for twist drills. E.S.B. 29384/69/J.

Bulletin 135/69
Inquiry for eating sets; knives; rucksacks. E.S.B. 29408/69/J.
Agency inquiry for marine signal devices; marine winches; and radar. E.S.B. 29379/69/J.

Bulletin 136/69
Inquiry for line printer; plastic card reader; printer; punched card reader; teleprinter. E.S.B. 18936/69/J.

CEYLON

Bulletin 134/69
Inquiry for cereal processing plant and equipment. E.S.B. 28968/69/J.

Bulletin 137/69
Inquiry for hand tools; machine tools; water treatment plant. E.S.B. 29640/69/J.

COLOMBIA

Bulletin 137/69
Agency inquiry for knitting machines. E.S.B. 29362/69/J.

DUBAI

Bulletin 134/69
Agency inquiry for sanitaryware; scaffolding; tiles; windows. E.S.B. 28060/69/J.

Bulletin 136/69
5s. Inquiry for building materials and equipment. E.S.B. 23474/69/J.

ETHIOPIA

Bulletin 136/69
Inquiry for hospital equipment; medical equipment veterinary equipment. E.S.B. 29370/69/J.

FIJI

Bulletin 134/69
Agency inquiry for cutlery; sugar-cane cutting knives; ceramic tiles; galvanized iron pipes; suitings. E.S.B. 8598/69/J.

Bulletin 135/69
Agency inquiry for adding machine rolls; envelopes. E.S.B. 9462/69/J.
Agency inquiry for milk. E.S.B. 29127/69/J.

Bulletin 136/69
Agency inquiry for nuts. E.S.B. 29383/69/J.

FINLAND

Bulletin 134/69
Inquiry for women's stockings and tights. E.S.B. 17469/69/J.

Bulletin 138/69
Agency inquiry for cotton yarn. E.S.B. 26464/69/J.

FRANCE

Bulletin 134/69
Inquiry for Scotch whisky. E.S.B. 29188/69/J.

Bulletin 135/69
Agency inquiry for carpets. E.S.B. 29317/69/J.
Inquiry for sailing boat accessories. E.S.B. 29514/69/J.
Inquiry for moulds for expanded polystyrene; steel sheet. E.S.B. 29456/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 133/69
Inquiry for alcoholic beverages; camping equipment; car accessories; clothing; foodstuffs; garden furniture; garden tools; giftware; pop art articles; sports gear; table cloths; toys; travelling rugs. E.S.B. 28756/69/J.
Inquiry for unbleached calico; upholstery fabrics. E.S.B. 29198/69/J.
Inquiry for steel sheet and rod. E.S.B. 29352/69/J.

Bulletin 134/69
Agency inquiry for bicycles; mopeds. E.S.B. 29344/69/J.
Agency inquiry for metal products. E.S.B. 29117/69/J.
Inquiry for lawn mower cutter spindles. E.S.B. 29337/69/J.
Inquiry for air-conditioning equipment; storage heaters. E.S.B. 29390/69/J.

Bulletin 136/69
Inquiry for precious stones. E.S.B. 29369/69/J.
Inquiry for boilers; converters; radiators. E.S.B. 28887/69/J.

Bulletin 137/69
Inquiry for distance measuring instruments. E.S.B. 30083/69/J.
Inquiry for coats; dresses. E.S.B. 29378/69/J.
Agency inquiry for yams. E.S.B. 6294/69/J.

GHANA

Bulletin 137/69
Inquiry for auto spares; workshop equipment. E.S.B. 23383/69/J.

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AGENCY INQUIRIES, continued

GREECE

Bulletin 136/69
Inquiry for electrical installation equipment and accessories; fluorescent lamps and accessories; relays; starter motors; switches; telephones. E.S.B. 26319/69/J.

GUATEMALA

Bulletin 136/69
Inquiry for coil winding machines. E.S.B. 29805/69/J.

HONG KONG

Bulletin 134/69
Inquiry for neckties; socks. E.S.B. 21842/68/J.

Bulletin 135/69
Inquiry for colouring materials for painting. E.S.B. 29493/69/J.

HUNGARY/ITALY

Bulletin 133/69
Trade Agreement. CRE 7200/G/J.

INDIA

Bulletin 133/69
1s. Inquiry for silicone resin and varnish. E.S.B. 28420/69/J.

Bulletin 134/69
Inquiry for grinding, measuring and testing equipment; radial tapping machines. E.S.B. 20449/69/J.

Bulletin 135/69
*15s. Agency inquiry for phosphoric acid concentration plant equipment. E.S.B. 29166/69/J.

Bulletin 137/69
Inquiry for television equipment. E.S.B. 28676/69/J.
Inquiry for copper wire bars. E.S.B. 24266/69/J.

IRAN

Bulletin 133/69
Inquiry for steel beams, channels and ingots. E.S.B. 27546/69/J.

Bulletin 134/69
Inquiry for brushes for electric motors; engineers' small tools manufacturing machinery; hand tools; machine tools. E.S.B. 29385/69/J.

Bulletin 135/69
Agency inquiry for manures; mechanical saws. E.S.B. 29835/69/J.

IRISH REPUBLIC

Bulletin 136/69
Agency inquiry for bedding. E.S.B. 29624/69/J.

Bulletin 137/69
Agency inquiry for knitting yarns. E.S.B. 29401/69/J.

ISRAEL

Bulletin 133/69
Agency inquiry for chemicals; polyurethane elastomers; polyurethane powder; textile fibres and yarns. E.S.B. 28133/69/J.
Agency inquiry for steel sheets. E.S.B. 22223/69/J.
Agency inquiry for power packs; valves. E.S.B. 28066/69/J.

Bulletin 134/69
Agency inquiry for piece-goods. E.S.B. 3338/69/J.

Bulletin 135/69
Agency inquiry for artists' colours and brushes; chalk drawing and surveying equipment; pencil sharpeners; staplers and staples. E.S.B. 23307/69/J.

Bulletin 136/69
*3s. Inquiry for nylon cloth. E.S.B. 26342/69/J.

Bulletin 137/69
Inquiry for electric motors. E.S.B. 30099/69/J.

ITALY

Bulletin 134/69
Agency inquiry for hides; skins. E.S.B. 29328/69/J.

Bulletin 135/69
Inquiry for suiting materials. E.S.B. 41554/68/J.
Agency inquiry for office machinery. E.S.B. 29169/69/J.

Bulletin 134/69
Inquiry for machine tool auxiliaries. E.S.B. 29381/69/J.
Inquiry for machine tools; wire. E.S.B. 29250/69/J.

Bulletin 135/69
Inquiry for shot blasting equipment. E.S.B. 29155/69/J.
Inquiry for livestock; meat. E.S.B. 29485/69/J.

Bulletin 136/69
Agency inquiry for educational toys; gambling machines. E.S.B. 29330/69/J.
Agency inquiry for canned food; cheeses; milk products; preserves; spirits. E.S.B. 29318/69/J.

JAPAN

Bulletin 133/69
Inquiry for atlases; maps. E.S.B. 29353/69/J.

Bulletin 135/69
Agency inquiry for mountaineering equipment. E.S.B. 28758/69/J.

Bulletin 136/69
Agency inquiry for confectionery; dress accessories for men; radiators. E.S.B. 29636/69/J.
Inquiry for suitings; yarns. E.S.B. 29361/69/J.

Bulletin 137/69
Inquiry for skins. E.S.B. 30171/69/J.

Bulletin 138/69
Inquiry for machine tools. E.S.B. 30115/69/J.

JORDAN

Bulletin 136/69
Inquiry for textiles; women's clothing. E.S.B. 29616/69/J.

KOREA

Bulletin 134/69
Inquiry for industrial ceramics and refractories. E.S.B. 18476/69/J.

KUWAIT

Bulletin 133/69
Agency inquiry for cameras; chinaware; clothing; cosmetics; crockery; cutlery; electrical appliances; giftware; haberdashery; kitchen utensils; lamps; leather goods; projectors; tailoring articles; toiletry and perfumery products; toys; watches. E.S.B. 28952/69/J.

Bulletin 134/69
Inquiry for building materials; oilfield equipment. E.S.B. 28653/69/J.
Inquiry for bathroom fittings; sanitaryware; E.S.B. 29134/69/J.
Inquiry for fire fighting equipment; telegraph and telephone equipment; telex switchboards. E.S.B. 29175/69/J.

MALAWI

Bulletin 135/69
Agency inquiry for damp courses; roofing felts. E.S.B. 11780/68/J.

Bulletin 137/69
Agency inquiry for crockery; dresses; glassware; underwear. E.S.B. 26748/69/J.

MEXICO

Bulletin 135/69
Inquiry for plant and equipment for the exploitation of edible frogs. E.S.B. 27847/69/J.

NETHERLANDS

Bulletin 134/69
Inquiry for pipe fittings; valves. E.S.B. 29382/69/J.

Bulletin 135/69
Agency inquiry for diesel engines; engine fittings. E.S.B. 29170/69/J.

Bulletin 136/69
Inquiry for electronic sub-assemblies. E.S.B. 29649/69/J.

NEW ZEALAND

Bulletin 134/69
*Inquiry for cloth fabrics. E.S.B. 29376/69/J.

Bulletin 136/69
Inquiry for fabrics; haberdashery. E.S.B. 29403/69/J.

NORWAY

Bulletin 134/69
Agency inquiry for pumps. E.S.B. 26438/69/J.

Bulletin 135/69
Manufacture under licence – shoes. E.S.B. 28728/69/J.

Bulletin 136/69
*Inquiry for mirrors. E.S.B. 29443/69/J.

PAPUA

Bulletin 135/69
Inquiry for shoes. E.S.B. 14538/69/J.

PERSIAN GULF STATE AND YEMEN

Bulletin 135/69
Joint venture – food equipment; food processing machinery. E.S.B. 6788/69/J.

POLAND

Bulletin 136/69
Inquiry for swimming pool accessories; water heating, filtering, pumping and treatment equipment. E.S.B. 29359/69/J.
Inquiry for lime kiln; sugar refining equipment. E.S.B. 29444/69/J.
Inquiry for plastic extrusion machinery; pipe manufacturing plant. E.S.B. 12409/69/J.

RUMANIA

Bulletin 135/69
3s. Inquiry for agricultural machinery and equipment; wrapping machine for cucumbers. E.S.B. 2118/69/J.

SOUTH AFRICA, REPUBLIC OF

Bulletin 136/69
Inquiry for kapok. E.S.B. 29890/69/J.

SPAIN

Bulletin 133/69
Inquiry for steel rod. E.S.B. 29190/69/J.
Inquiry for soda lime. E.S.B. 15441/69/J.

SWEDEN

Bulletin 135/69
*Agency inquiry for towelling. E.S.B. 32922/68/J.

SWITZERLAND

Bulletin 133/69
Inquiry for steel nets. E.S.B. 17873/69/J.
*Inquiry for paper and plastic sheet. E.S.B. 29179/69/J.
Inquiry for bolts; nuts; screws; washers. E.S.B. 29327/69/J.

Bulletin 134/69
Inquiry for bags; bathing caps; beach fans; skin cleaning lotions; sunglasses; suntan lotion. E.S.B. 29351/69/J.

Bulletin 135/69
Agency inquiry for rubber products grey cloth. E.S.B. 28930/69/J.
Agency inquiry for automotive engine parts. E.S.B. 28752/69/J.
Agency inquiry for slippers. E.S.B. 28929/69/J.
Agency inquiry for carpets; wall tiles. E.S.B. 2578/69/J.
Inquiry for drill heads; tapping attachments. E.S.B. 29481/69/J.

Bulletin 136/69
Inquiry for machine tools; pumps. E.S.B. 29428/69/J.
Inquiry for fabrics. E.S.B. 20864/69/J.
Inquiry for dressing gowns. E.S.B. 23701/68/J.

Bulletin 137/69
Agency inquiry for piece-goods. E.S.B. 29644/69/J.
Inquiry for magnets. E.S.B. 9265/69/J.
Agency inquiry for lubricating oils; machinery; materials and testing equipment for printed circuit production. E.S.B. 28113/69/J.
Agency inquiry for knitwear. E.S.B. 29483/69/J.
Agency inquiry for dresses and co-ordinates; knitwear. E.S.B. 29366/69/J.
Agency inquiry for baby foods. E.S.B. 19335/69/J.

TAIWAN

Bulletin 135/69
Agency inquiry for patent medicine. E.S.B. 29156/69/J.
*10s. Agency inquiry for malting plant and equipment. E.S.B. 29172/69/J.

TRINIDAD/TOBAGO

Bulletin 133/69
Inquiry for machinery for the manufacture of fibreboard suitcases. E.S.B. 29120/69/J.

Bulletin 135/69
Inquiry for chain link fencing. E.S.B. 29355/69/J.

UGANDA

Bulletin 133/69
*Inquiry for brush making materials; rubber sheet plant; metal bowl plant. E.S.B. 29180/69/J.

Bulletin 137/69
Inquiry for petrol engines. E.S.B. 15275/69/J.

Bulletin 138/69
Inquiry for office equipment and machinery. E.S.B. 30036/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 135/69
2s. Inquiry for bleaching powder plant. E.S.B. 29491/69/J.

UNITED STATES OF AMERICA

Bulletin 133/69
Inquiry for valves. E.S.B. 28056/69/J.

Bulletin 134/69
Inquiry for car diagnostic testing equipment and components. E.S.B. 27841/69/J.

Bulletin 135/69
*Inquiry for camping equipment; sports goods. E.S.B. 29162/69/J.
Inquiry for trailers. E.S.B. 29431/69/J.
Inquiry for hospital and nursing home disposables and soft furnishings. E.S.B. 29423/69/J.

Bulletin 136/69
*6s. Inquiry for engines; suspension units. E.S.B. 29388/69/J.

WINDWARD AND LEEWARD ISLANDS

Bulletin 135/69
Agency inquiry for floor coverings; sanitary earthenware; yacht equipment and supplies. E.S.B. 29128/69/J.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, Proposed Regulations and Directive which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, Proposed Regulations and Directive may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

The *Journal Officiel des Communautés Européennes* No. C91 dated July 10, 1969 contains the draft texts of a number of Proposed Regulations, fixing the prices for certain agricultural products as follows:

1. Proposed Regulation fixes the prices in the cereals sector for the 1970/1971 Marketing Year.
2. Proposed Regulation fixes the target price for husked rice for the 1970/1971 Marketing Year.
3. Proposed Regulation fixes the target and intervention prices for olive oil for the 1969/1970 Marketing Year.
4. Proposed Regulation fixes the target price and the basic intervention price for oil seeds for the 1970/1971 Marketing Year.
5. Proposed Regulation modifies **Regulation (CEE) No. 1009/67** which is the basic Regulation establishing the common organization of the market for sugar.
6. Proposed Regulation fixes the prices in the sugar sector for the 1970/1971 Sugar Marketing Year, as well as the quality type for white sugar and sugar beet.
7. Proposed Regulation fixes, for the 1970/1971 Sugar Marketing Year, the derived intervention price, the minimum price for sugar beet, the threshold price, the coefficient applicable to fixing the adapted basic quota, the quantity guarantee and the production quota.
8. Proposed Regulation fixes the target price for milk, and the intervention price for butter, powdered skimmed milk and Grana Padano and Parmigiano Reggiano cheeses, valid during the 1970/1971 Milk Marketing Year.
9. Proposed Regulation fixes the threshold price for certain milk products for the 1970/1971 Milk Marketing Year.
10. Proposed Regulation fixes the subsidy granted for skimmed and powdered milk intended for animal feedstuffs, valid for the 1970/1971 Milk Marketing Year.
11. Proposed Regulation fixes the guide price, valid for the 1970/1971 Marketing Year, for veal and beef.
12. Proposed Regulation fixes the basic price and the quality type for slaughtered swine for the period November 1, 1969 to October 31, 1970.

It should be noted that the texts of these Proposed Regulations, when finally approved, may differ from the draft texts referred to above.

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 1302/69 relates to special rules to apply to imports of certain frozen cattlemeat (*Journal Officiel* No. L166 dated July 8, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1320/69 fixes the compensatory amount for the import of sunflower oil originating in or coming from Bulgaria, Hungary, Yugoslavia, Rumania or the USSR (*Journal Officiel* No. L168 dated July 10, 1969).

Directive No. 69/208/CEE concerns the marketing of oil and fibre plant seeds (*Journal Officiel* No. L169 dated July 10, 1969).

Processed agricultural products

AN ANNOUNCEMENT appeared in the *Board of Trade Journal* dated June 25, 1969 (page 1778) about Regulation (CEE) 1059/69 which in effect replaces Regulation 160/66/CEE as the basic Regulation setting up the common market organization in processed agricultural products.

A translation of Regulation (CEE) 1059/69 is now available and copies may be obtained on application to the Commercial Relations and Exports Department, Board of Trade, Room 373, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354).

Readers are reminded that the text of this Regulation is official only in the French, German, Italian and Netherlands languages. The translation must not be treated as an official or authentic text.

Suspension of import duties on tea and tropical hardwoods

THE *Board of Trade Journal* dated January 26, 1968 (page 280) contained an announcement about the arrangement made between the United Kingdom and the European Economic Community for

(*Continued on next page*)

EEC, *continued*

the simultaneous suspension of import duties on tea and tropical hardwoods (tariff headings 09.02, 09.03, 44.03, 44.04 and 44.05) for the period ending June 30, 1969.

This arrangement will be extended for a further period of two years from July 1, 1969, so far as tea is concerned, and the *Journal Officiel des Communautés Européennes* No. L159 dated July 1, 1969 contains the text of Regulation (CEE) No. 1258/69 implementing this decision as set out below.

Common Tariff No.	Description of goods	Suspended rate of duty
09.02	Tea:	
	A. Imported in immediate packings of a net capacity of 3 kg or less	5%
	B. Other.	Total suspension

Suspension of the duties on maté and tropical hardwoods is no longer appropriate as these were bound at 'Nil' in the Kennedy Round of GATT tariff regulations.

The French text of this regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Tariff quotas in the EEC

THE *Board of Trade* Journal dated January 31, 1969 (page 308) contained an announcement about **Regulation (CEE) No. 88/69** setting up a community quota for 30,000 tonnes of tunny fish (common customs tariff No. 03.01 B I (b)), fresh, frozen or chilled, whole, headed or in pieces, intended for preservation, at a 'Nil' rate of duty. The *Journal Officiel des Communautés Européennes* No. L157 dated June 28, 1969 contains the text of **Regulation (CEE) No. 1196/69** increasing this quota by 20,000 tonnes to 50,000 tonnes. The quota has been re-allocated on the following basis:

France	1,800 tonnes
Italy	42,975 tonnes
Belgo-Luxembourg Economic Union	225 tonnes

The amount of the reserve is increased from 3,000 tonnes to 5,000 tonnes and will be available to member countries who use 90 per cent or more of their original allocation. Details of the methods of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

The *Board of Trade Journal* dated January 10, 1969 contained an announcement about **Regulation (CEE) No. 2119/68** setting up a community tariff quota for 20,800 tonnes of unwrought magnesium (common customs tariff No. 77.01 A) at a 'Nil' rate of duty and allocating the first instalment of 10,400 tonnes. The *Journal Officiel des Communautés Européennes* No. L157 dated June 28, 1969 contains the text of **Regulation (CEE) No. 1197/69** allocating the second instalment of 10,400 tonnes available during the period July 1, 1969 to December 31, 1969, on the following basis:

(a) in so far as it concerns unwrought magnesium containing by weight more than 99.8 per cent of pure magnesium:

Germany	747 tonnes
France	10 tonnes
Italy	2 tonnes
Netherlands	168 tonnes
Belgo-Luxembourg Economic Union	273 tonnes

(b) in so far as it concerns unwrought magnesium containing by weight 99.8 per cent or less of pure magnesium:

Germany	7,054 tonnes
France	15 tonnes
Italy	16 tonnes
Netherlands	20 tonnes
Belgo-Luxembourg Economic Union	15 tonnes

The remaining 2,080 tonnes will form a reserve, into which the balance of the shares allocated by **Regulation (CEE) No. 2119/68** will be repaid, and will be available to member states who use 90 per cent or more of their original quota. Details of the method of allocation and of the conditions attached to the whole quota may be obtained on application to the Export Services Branch, at the address given below.

The *Journal Officiel des Communautés Européennes* No. L157 dated June 28, 1969 contains the text of **Regulation (CEE) No. 1198/69** setting up a Community Tariff Quota for certain aeroplanes of an unladen weight of more than 3,000 k.g. but less than 3,500 k.g. (common customs tariff No. ex. 88.02 B II (b)) at a 'nil' rate of duty, for the period July 1, 1969, to June 30, 1970. Twelve machines have been allocated on the following basis:

Germany	3 machines
France	3 machines
Italy	3 machines
Netherlands	3 machines

Details of the method of allocation and of the conditions attached to the whole quota, including the reserve of two machines, may be obtained on application to the Export Services Branch at the address given below.

The French texts of all the Regulations referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 423).

Suspension of duties in the common tariff

THE *Journal Officiel des Communautés Européennes* No. L159 dated July 1, 1969 contains the texts of a number of Regulations temporarily suspending the duties on a number of items being imported into the EEC. Details of these items are given below.

Regulation (CEE) No. 1226/69 suspends, at the rate indicated, the common customs tariff applicable to the following goods:

Common Customs Tariff No.	Description of goods	Rate at which suspended	Period for which suspension is valid
ex 29.27	Acrylonitrile monomer	8%	July 1, 1969-December 31,1969
ex 39.01 C VI	Polyurethane in one of the forms specified by Note 3 (a) of Chapter 39	11%	July 1, 1969 - December 31, 1969
ex 40.11 C	New tyre cases for use in the maintenance of aircraft (a): Tyre cases of the following 2 types: 50 x 20 ; 26 PR, 24 x 7,7; 14 PR	Total suspension	July 1, 1969-December 31, 1969
09.04 A 1	Pepper intended for the manufacture of essential industrial oils or resinoids (a): Other	Total suspension 10%	July 1, 1969-June 30, 1970

(a) Benefit from this suspension is subject to conditions to be determined by the competent authorities.

Regulation (CEE) No. 1227/69 suspends, at the rate indicated, the common customs tariff applicable to the following goods:

Common Customs Tariff No.	Description of goods	Rate at which duty is suspended for period July 1, 1969 December 31, 1969
20.07 B II (a) 2 &(b) 2	Grape fruit and pomelo juice (of a specific gravity of 1.33 or less at 15°C)	17·1% (a)
42.03 B III	Gloves including mittens, other	15·2%
ex 60.03	Stockings of synthetic fibres, finished or not	17·6%
ex 70.05	Glass called 'd' horticulture' (b)	8% with a minimum charge of 0.8 uc per 100 kg gross weight (c)
ex 76.06	Aluminium irrigation pipes	15·2%

Common Customs Tariff No.	Description of goods	Rate at which duty is suspended for period July 1, 1969 to June 30, 1970
08.02 D	Grapefruit and pomelos	7·2%
20.06 B II (a) 2	Grapefruit and pomelos, segments, without alcohol, with added sugar, in immediate packings with a net content of over 1 kg.	18·4% (a)
20.06 B II (c)	Grapefruit and pomelos segments, without alcohol, with added sugar, in immediate packings with a net content:	
ex 1 (cc)	Of 4.5 kg or more	18·4%
ex 2	Of less than 4·5 kg	18·4%
ex 28.40 B II	Diacalcium phosphate with a fluorine content of less than 0·2% and an iron content of more than 0·01%	9·6%
ex 29.02 A III	Methyl bromide for agricultural use (b)	17%
ex 60.05 A II	Bathing costumes	16·8%
ex 60.05 A II	Outerwear for babies	16·8%
ex 60.06 B	Bathing costumes	16%
ex 61.01	Outergarments for men, of synthetic fibres	16%
ex 61.02 B	Outergarments for women, of synthetic fibres	16%
ex 61.02 B	Bathing costumes	16%
ex 76.03	Aluminium strips for venetian blinds	12%

(a) The application of the suspended duty does not preclude the possibility collection, in addition, and conforming to the arrangements in force in the sector of processed products with a fruit and vegetable base containing added sugar, of a levy on sugar corresponding to the import levy on sugar and applicable to the quantity, expressed in sucrose, of the various sugars contained in this product.

(b) Inclusion in this sub-heading is subject to conditions to be determined by the competent authorities.

(c) u.c. = unit e de compte (present value 1 US dollar).

Regulation (CEE) No. 1259/69 suspends, at the rate indicated, the common customs tariff applicable to the following products, for the period July 1, 1969 to June 30, 1971:

Common Customs Tariff No.	Description of goods	Rate at which duty is suspended
09.08 B III	Amomums and canpdmoms, crushed or ground	Total suspension
09.10 D I (b)	Ginger, whole roots, pieces or slices, other	Total suspension
13.02 A II	Bleached shellac	Total suspension
15.07 C I (a) 2	Castor oil, intended for other purposes	7%

The French texts of all the Regulations referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

FRANCE

Liberalization of Imports

THE *Board of Trade Journal* of May 6, 1966 (pages 1028-1031) published lists of goods subject to quantitative restrictions when imported into France. List I covering goods originating in the member countries of the former OEEC, the United States and Canada should be amended to read as follows:

Tariff No.	Description
Ex 88.02	Flying machines (aeroplanes, seaplanes, kites, gliders, autogyros, helicopters, ornithopters, etc.), rotochutes:
A	Not mechanically propelled.
Ex B	Mechanically propelled:
Ex II	Other than helicopters, of an unladen weight of:
c	15,000 kg exclusive to 35,000 kg. inclusive.
d	More than 35,000 kg.

The following tariff heading extract and description should be deleted from the list:

Ex 88.03	Parts and accessories of apparatus falling within headings Nos 88.01 and 88.02:
B	Other than for aerostats.

The items listed below under the appropriate ministry heading are now subject to technical visas:

Ministere des Armees, Direction Technique des Constructions Aeronautiques, 26 Boulevard Victor, Paris, 15e

Ex 88.02 B I a b & II a b	Flying machines, mechanically propelled, of an unladen weight of 15,000 kg or less (helicopters and others)
Ex 88.03 B	Parts and accessories falling within headings Nos. 88.01 and 88.02 (other than for aerostats).

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

NORWAY

Introduction of Value Added Tax

THE NORWEGIAN Parliament has passed legislation introducing a value added tax (Merverdiavgift) system of indirect taxation into Norway with effect from January 1, 1970. The new tax will replace the existing retail sales tax of 13.64 per cent on the retail price before taxation and, if the present Government is returned to power following the coming elections in September, it will be levied at the rate of 20 per cent.

The new tax will apply to a wider range of goods and services than are at present liable to the retail sales tax, and will apply to used as well as to new goods. Advertising and other marketing services will also be liable, and the only exceptions of note will be exports; sales of ships and aircraft; ship and aircraft repairs, newspapers, periodicals (but not weekly magazines) and books; health, social and cultural services, including entertainment; passenger transportation; and the rent of hotel rooms. Imports will be liable to the tax on entry, the tax being applied to the customs' valuation, plus duty, if any.

Machinery and equipment, together with some services which are purchased by Norwegian industry for investment purposes, will not be liable to the new tax but to a separate investment levy (Saeravgift). The present Government propose to apply this levy at the rate of 12.5 per cent.

It is estimated that, with the new tax applied at the rate of 20 per cent, the cost of living in Norway will rise by about 5.8 per cent. This increase will be offset by reductions in the rates of income and other taxes, as well as increased social benefits.

Effect of the new tax on British exports

In the long term our export prospects in Norway are not expected to be affected adversely by the impact of the new tax. But with the tax scheduled to become operative at the beginning of next year, there is likely to be an upsurge in consumer demand in Norway in the *short term*. The most likely field is consumer durables, particularly motor cars, and British exporters should be ready to exploit opportunities which may arise at short notice.

FEDERAL REPUBLIC OF GERMANY

Textile marking law

THE FEDERAL German Parliament has passed a Law relating to the merchanting of textile products which makes it obligatory in certain circumstances for them to bear an indication of raw material content as set out in the Law. The Law also sets out certain requirements in relation to specimens, samples, illustrations or descriptions of textile products, as well as catalogues and prospectuses.

The term 'textile products', includes certain covering fabrics for furniture, furniture parts, and umbrellas, and multi-layer floor coverings where the top surface is a textile product as defined in the Law.

The Law does not apply to the textile products or semi-manufactures for making these articles, listed below:

1. Belts, braces, arm-bands, suspenders, garters, watch straps, boot and shoe laces, labels and badges, pin cushions, over cloths, coffee and tea cosies, sleeve protectors, muffs, gaiters, spats, putties, fabric footwear, artificial flowers made of textile material;
2. Corsetry, built into other textile products;
3. Medical, hygienic and cosmetic requisites;
4. Goods for industrial use, including ropes and cordage;
5. Dusters and cleaning cloths;
6. Wrapping material;
7. Tracing cloths and painters' canvas, including painted fabrics;
8. Protective clothing against fire and corrosives;
9. Toys;
10. Head-gear, including hoods and cape lines;
11. Wadding and felt, fabrics intended solely for use as linings, as stiffening or reinforcing material, borders and trimmings;
12. Sewing cotton, etc., put up for industry in lengths exceeding 200 metres;
13. Remnants, waste and used articles.

The Law comes into force on September 1, 1970.

This announcement can only be a general indication of the provisions of the Law. British exporters to Germany who require more information can obtain an English translation of the Law from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482, 7069 and 7068).

IRISH REPUBLIC

Import quota : amendment

IN THE *Board of Trade Journal* of June 25, 1969, page 1781, notice was given of quota order 50 for superphosphates announced by the Government of the Irish Republic. It should be noted that this quota relates to the amount which may be imported from countries other than the United Kingdom.

TURKEY

Global import quotas

ON JULY 4, 1969, the Turkish Authorities announced the twenty-third list of global import quotas for the second half of 1969.

There will be some changes in the quota list and a further announcement will be made when the full translation has been received. Applications to import under the new quotas must be made by Turkish importers within one month of the date of publication in Turkey.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

SPAIN

Import quotas

THE SPANISH *State Gazette* of July 7, published the following import quotas:

Tariff heading	Description	Quota (tons)	Duty %	Valid until
48.01 C 2	'Frondosa' semi-chemical paper for crinkling	4,000	7	31.12.69
47.01 A	Mechanical pulp	2,500	3	6.1.70
47.01 B 1 a	Crude sulphate or soda pulp	10,000	3	6.1.70
47.01 B 2 a	Crude bisulphite pulp	2,500	3	6.1.70
47.02	Waste paper and paperboard, scrap articles of paper or of paperboard fit only for use in papermaking	12,500	3 (with a specific duty of 0·10 Ptas. per kilo)	6.1.70

Impo·t duty suspensions

THE SPANISH *State Gazette* of July 7, published the following import duty suspensions:

Tariff heading	Description	Percentage of duty reduction	Valid until
41.01 B 1	Hides and skins, limed or pickled, of bovines or equines	50	7.10.69
B 2	Ditto, of sheep and lambs	50	7.10.69
B 3	Ditto, of goats and kids	50	7.10.69
41.02	Bovine cattle leather and equine leather:		
A 1	Only tanned, of bovine buffalo and equine.	20	7.10.69
A 2	Only tanned, of bovine	20	7.10.69
41.03	Sheep and lamb skin leather:		
A 1	Vegetable-tanned only	70	7.10.69
A 2	Mineral-tanned only	70	7.10.69
41.04	Goat and kid skin leather:		
A 1	Vegetable-tanned only	70	7.10.69
A 2	Mineral-tanned only	70	7.10.69
76.01 A 1	Unwrought aluminium ingots	100	8.10.69

Customs tariff modifications

THE SPANISH *State Gazette* of July 7, published the following item extending the Capital Goods List of the Spanish Customs Tariff:

Tariff heading	Description	Reduced duty	Valid until
84.18 D 1 d	Centrifuge machines to obtain solid bodies, with automatic and continuous filling and emptying or uninterrupted operative cycles, of more than 1,250 Kg. weight	5%	9.7.71
87.03 B	Autoladders, with a length of 25 metres or more, with automatic hydraulic operation	5	9.7.71
87.03 C	Snow plough motor lorries, rotor system with separate engine to operate the cleaning and ejecting turbines, all fitted permanently on a special chassis	5%	9.7.71
90.28 C 8	Physiological parameter register apparatus including magnetic tape and oscilloscope	1	9.7.71

THE SPANISH *State Gazette* of July 7, published the following item:

Tariff heading	Description	Definitive duty %	Transitory duty %
17.05	Flavoured or coloured sugars, syrups and molasses (including vanilla sugar) but not including fruit juices containing added sugar in any proportion:		
A	Syrups	50	45
B	Other	50	45
22.02	Lemonade, flavoured spa waters and flavoured aerated waters and other non-alcoholic beverages, not including fruit and vegetable juices falling within heading 20.07:		
A	Made from concentrated grape which must be the only sweetening agent	20	12
B	Made from concentrated grape with sugar	20	14
C	Without sugar	20	12

Home compensation tax levy modification

THE SPANISH *State Gazette of* July 7, published the following modification to the Home Compensation Tax Levy:

Tariff heading	Description	Home Compensation Tax Levy
17.05 A	Syrups	18%
17.05 B	Other	10%
22.02 A	Lemonade, etc. (see above) made from concentrated grape which must be the only sweetening agent	11%
22.02 B	Made from concentrated grape with sugar	19%
22.02 C	Without sugar	19%

Asterisk notes

THE FOLLOWING asterisk notes should be added to the following Tariff Headings:

Tariff heading	Asterisk notes
22.03	In addition the following will be levied: 0·50 Ptas per litre.
22.09 B 1	In addition the following will be levied: 2·50 Ptas/litre on unbottled spirituous beverages. 0·75 Ptas/litre on bottled spirituous beverages.
B 2	1·60 Ptas per container in respect of anisettes and rum, with or without sugar, including frosted, tafia, brandy and gin, with any strength, and other spirituous beverages up to 34° strength, in containers not exceeding ½ litre. 3·20 Ptas per container in respect of the same products in containers of more than ½ litre up to 3 litres. 3·20 Ptas per container in respect of other spirituous beverages with more than 34° strength in containers up to ½ litre. 6·40 Ptas per container with a content of more than ½ litre up to 3 litres. 0·46 Ptas. per container in respect of spirituous beverages with a content of 0·1 litre.

Inquiries about the above Notices should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/4627). Miss Docherty. C.R.E. R350V.St.

MALTA

Tariff amendments

THE BOARD OF TRADE has received a copy of the Malta Government *Gazette* No. 12,288 of May 24, 1969, which contains an Act to amend the Import Duties Act of 1964. It provides for the following amendments:

Tariff heading No.	Description of goods	Rate of Duty	
		General	Preferential
29.36	Sulphonamides	0	0
29.44	Antibiotics	0	0
30.01	Organo-therapeutic glands or other organs, dried, whether or not powdered; organo-therapeutic extracts of glands or other organs or of their secretions; other animal substances prepared for therapeutic or prophylactic uses, not elsewhere specified or included	0	0
30.03	Medicaments (including veterinary medicaments):		
	A. Insulin and other hypoglycemic drugs	0	0
	B. Other	0	0

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SOUTHERN YEMEN

Public Sequestration Ordinance of 1969

ON JULY 9 the above law was announced providing for the supervision in the public interest of any company taking or about to take action against the public interest. The Minister of Finance is empowered to appoint a committee of three to run the company. Money and property of directors may be supervised and persons subject to an order may not leave the country unless they pay a sum of money laid down by the Minister of the Interior.

The law wil be published in the *Official Gazette*. In the meantime, an unofficial version is available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), to whom all inquiries should be addressed.

IRAQ

Port dues and charges

IN AMENDMENT No. 1 of 1969 to the Iraqi Schedule of Port Dues and Charges, all charges are doubled, with the exception of port dues at the deep water terminal at Khoral Amaya, which are increased from 14 fils to 50 fils per ton.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 7557, Ext. 420/475).

Customs tariff

THE FOLLOWING AMENDMENTS have been made to the Iraqi Customs tariff:

Item No.	Designation of Goods	Unit	Rate of Duty ID
09.02/09.03	Tea and mate and tea substitutes	KN	0/235
17.01	Beet sugar and cane sugar, solid:		
	(a) Crude	KN	0/029
	(b) Granulated or in powder	KN	0/044
	(c) In loaves, cones, or lumps and sugar candy	KN	0/060
40.11	Tyres, tyre cases and inner tubes:		
	(b) Tyre cases (outer covers):		
	1. For cycles	KN	0/175
	2. Other, of a diametre:		
	(a) Of 40.64 centimeters (16 inches) or less	KN	0/300
	(b) Of more than 40.64 centimetres (16 inches)	KN	0/225
	(c) Inner tubes:		
	1. For cycles	KN	0/175
	2. Other	KN	0/175
	(d) Other	Value	40%
73.36	Stoves and heaters		
	(a) Kerosene stoves, cookers and heaters	Value	40%
	(b) Other	Value	40%
84.12	Air conditioning units:		
	(a) Air conditioners	Value	100%
	(b) Other	Value	50%
84.15	Refrigerators and refrigerating equipment (electrical and other):		
	(b) Other		
	1. Refrigerators	Value	80%
	2. Other (including exhibition boxes and boxes for preserving foodstuffs used in public places and equipment for freezing foodstuffs quickly for general use, other than those mentioned in (a) above)	Value	50%
84.40	Machinery for washing and cleaning:		
	(a) Domestic and laundry type washing-machines, wringers and mangles	Value	80%
85.04	Electric accumulators:		
	(a) For motor vehicles	Value	40%
85.06	Electro-mechanical domestic appliances, with self-contained electric motor:		
	(a) Room fans, garden fans and the like	Value	30%
85.12	Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hairdressing appliances (for example, hair dryers, hair curlers etc.) and electric soothing irons	Value	50%
85.15	Radio transmission and reception apparatus:		
	(a) Television reception apparatus even when incorporating a gramophone, radio or sound recorder, complete or incomplete		
	1. Incorporating a gramophone, radio or sound recorder	Value	80%
	2. Other	Value	70%
	(b) Radio reception apparatus even when incorporating a gramophone or sound recorder, complete or incomplete:		
	1. Incorporating a gramophone or sound recorder	Value	80%
	2. Other	Value	70%

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

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ALGERIA

Nationalization of importation of mechanical equipment

THE ALGERIAN *Journal Officiel* of May 24 announced that by Decree No. 69-23 of April 21 the right of importation of all motors, vehicles and mechanical equipment had been granted to the Societe Nationale des Constructions Mecaniques (SONACOME).

The Tariff headings which are particularly affected by this new decree are Chapters 84, 85, 87 and 90. Among the goods included are tractors, motors, agricultural machinery, machine tools, pumps, valves, cocks, cycles, motor cycles, automobiles, construction equipment and all spare parts and accessories used with such equipment.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

State monopolies

THE ALGERIAN *Journal Officiel* of June 26 announced that three new sectors of the economy have been nationalized.

Decree No. 69-52 of June 17 granted the monopoly of the importation of construction materials and ceramic sanitaryware to the Société Nationale des Matériaux de Construction (SNMC).

The second Decree No. 69-53 of June 17 granted the monopoly of the importation and the exportation of materials used in the manufacture of paper and its applications to the Société Nationale des Industries de la Cellulose (SONIC).

The third Decree No. 69-50 of June 17 grants to the Compagnie Nationale Algérienne de Navigation (CNAN) the monopoly, in Algerian ports, of all lighterage activities, management of marine transport and freighting of ships.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

(*Continued on next page*)

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ALGERIA, *continued*

Import restrictions (1)

THE ALGERIAN *Journal Officiel* of May 30, 1969, announced that the following item was to be added to the list of goods subject to import licence and restrictions (Decree No. 63-188 May 16, 1963):

Tariff No.	Description
39.01 B VI	Polyurethene.

Existing orders could be admitted quota-free until June 7, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Import restrictions (2)

THE ALGERIAN *Journal Officiel* of June 17, 1969, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
73.35 A II	Springs and eaves for springs of iron and steel.
Ex 39.07 E	Feeding bottles made of plastic material.
Ex 87.14 A II	Wheelbarrows.
Ex 57.04 B	Coir fibre.
Ex 57.04 B	Bossine.
Ex 14.03 A	Vegetable couchgrass.
Ex 14.03 A	Tampico and istle.
Ex 14.03 A	Vegetable piassaba.
Ex 39.07 E	Jars for yogurt.

Existing orders could be admitted quota-free until June 25, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475.)

Agricultural equipment

THE ALGERIAN PRESS have reported that the authorities intend to reorganize the supply of agricultural machinery to the socialist sector of the economy.

There has recently been a reorganization of administration at the departmental level (the 'Department' inherited from the French administration system is a rough approximation to the British county). The old departments have been renamed Wilaya and are to be run by elected councils. The central government will be represented at that level, by permanent officials representing each government ministry and headed by the Prefect (who is now called the Wali) who is a permanent official representing the Ministry of the Interior. The intention is to allocate to the new bodies some of the administrative responsibility which has hitherto been carried by the Central Government in Algiers.

One of the reforms which is announced is that each 'Wilay' will be responsible for managing the agricultural equipment within its geographical area and will standardize as far as is possible on a small number of types of agricultural machinery so as to ease the problem of supply of spares, etc. This will presumably mean a good deal of shuffling about of different marks of agricultural machinery between the various areas concerned so that each finishes up in the end with a fairly homogeneous park of equipment.

In connection with this reorganization a new office has been set up within the Ministry of Agriculture called the Office Nationale de Machinerie Agricole who will be responsible for processing the machinery to be supplied to the socialist sector. In general they will make their purchases by means of public or restricted tenders. The Office Nationale de Machinerie Agricole will come under the responsibility of the Algerian Ministry of Agriculture and Agrarian Reform.

Any inquiries about this notice should be referred to Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

Importation of office and school supplies and paper

THE ALGERIAN *Journal Officiel* of June 13, 1969 announced that the importation of office and school supplies and all paper excluding newsprint has been nationalized.

The monopoly of import of these goods has been awarded to the Société Nationale d'Édition et de Diffusion (SNED). The SNED already has the monopoly of importation of all printed matter (books, magazines, newspapers, etc.). It is the intention of the authorities to standardize as far as is practical and eventualy make all purchases by means of public or restricted tenders.

Further inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

LEBANON

Import of stone tiles

THE LEBANESE Official Gazette No. 42 of May 26, 1969 published a decision by the Lebanese Minister of National Economy (Arrete No. 257/1 of May 27) subjecting certain types of stone tiles (marble, alabaster, travertine, ecaussine, etc.) to import licensing control.

Further inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

TANZANIA

Import licensing regulations

GOVERNMENT NOTICE No. 171, Open General Licence, 1968 (Amendment) (No. 6) Notice, 1969 published in the United Republic of Tanzania *Official Gazette* of June 27, amends, with effect from July 1, the Open General Licence, 1968. The Second and Fourth Schedules to the latter Open General Licence (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) and subsequently amended, are now further amended to the following extent:

Second Schedule

BTN Number	Description of Goods
By insertion of the following new items:	
8.12	Dried fruits.
15.13	Margarine, imitation lard and other prepared edible fats.
16.02	Tinned meat.
17.04 18.06 A	Chocolates and confectionery.
20.01/20.06	Tinned fruit.
21.04/21.05	Soups and sauces.
33.06 B	Dentifrices, including denture cleaners and fixative pastes and powders.
34.01	Soap including medicated soap.
34.02	Organic surface-active agents, surface-active preparations and washing preparations, whether or not containing soap.
68.12	Articles of asbestos-cement, of cellulose fibre cement or the like.
69.10	Sinks, washing basins, bidets, water-closet pans, urinals, baths and like sanitary fittings.
83.03	Safes, strong boxes, armoured or reinforced strong rooms, strong room linings and strong room doors and cash and lead boxes and the like of base metal.

Fourth Schedule

BTN Number	Description of Goods
(i) By the deletion of the following items:	
17.04	Boiled sweets, toffees and caramels.
34.02	Domestic washing preparations and detergents.
(ii) By the insertion of the following new items:	
8.12	Dried fruits.
16.02	Tinned meat.
17.04 18.06 A	Chocolates and confectionery.
20.01/20.06	Tinned fruit.
21.04/21.05	Soups and sauces.
33.06 B	Dentifrices, including denture cleaners and fixative pastes and powders.
34.02	Organic surface-active agents, surface-active preparations and washing preparations, whether or not containing soap.
68.12	Articles of asbestos-cement, of cellulose fibre cement or the like.
69.10	Sinks, washing basins, bidets, water closet pans, urinals, baths and the like sanitary fittings.
83.03	Safes, strong boxes, armoured or reinforced strong rooms, strong room linings and strong room doors and cash and lead boxes and the like of base metal.

Explantory Notes:

All applications to import the goods shown in the Second Schedule should be submitted to the State Trading Corporation, PO Box 883, Dar-es-Salaam, and not direct to the office of the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

TANZANIA

Registration of potential suppliers

GENERAL NOTICE No. 1363 appeared in the United Republic of Tanzania *Official Gazette* of July 4 and reads as follows:

'Registration of potential suppliers

Government Stores Organization intend to register potential suppliers in Tanzania and East Africa who are either manufacturers' accredited agents or importers to whom formal quotation and tender forms will be forwarded periodically. All interested parties are requested to forward details of their addresses and commodities in which they deal addressed direct to the Superintendent of Stores, PO Box 9150, Dar-es-Salaam.'

GHANA

Notice to importers

THE FOLLOWING notice was published in the Ghana *Commercial and Industrial Bulletin* of June 27.

'Notice to Importers No. 316 – Financing of Importers

The Ministry of Trade and Industries, in consultation with the Bank of Ghana, announces that it has been decided to allow importation of rice, sugar and jute during 1969 on sight payment terms. In this connection import licences issued before May 1, 1969 for these goods are to be submitted to the Ministry of Trade and Industries for endorsement. Where such licences have been lodged with the commercial banks and partly utilized the commercial banks are authorized to amend the endorsement to sight and also to note that interest payments would no longer apply. It is estimated that cash discounts, plus interest where included in the price of goods should amount to not less than 10 per cent. Commercial banks are therefore also to make a provisional reduction of 10 per cent of the value of such licences and to request importers to hold final discussions with the Ministry of Trade.

Where bills have already been received for collection in respect of the commodities listed above, and in respect of licences issued prior to May 1, 1969 and endorsed for 180-day credit terms, the terms of collection should not be varied.

Importers are requested to arrange with their suppliers for the necessary amendment to their invoices to conform with this decision.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064).

NIGERIA

Import licensing regulation

LEGAL NOTICE No. 42 of 1969, Open General Import Licence (All Countries) No. 2 of 1969 (Amendment No. 2) Notice, 1969, published in the Federal Republic of Nigeria *Official Gazette* of July 4, amends, with effect from June 9, Part A of Schedule 2 of the Open General Import Licence (All Countries) No. 2 of 1969 (published in the *Board of Trade Journal* of July 2, pages 61-65) by the addition of the following items:

Schedule 2

	Description	Import List Group	Item No.
320	Dried leguminous vegetables, shelled, whether or not skinned or split (for example peas, beans or lentils)	054	20
321	Hops or hop cones or inulin	054	84
322	Asbestos cement pipes	661	87
323	Tanks, vats and reservoirs of copper and aluminium for storage of manufacturing use	692	12 and 13
324	Expanded metals	693	40
425	Woven fabrics of silk or of noil silk or of other waste silk	653	19

Explanatory note:

The effect of this amendment is that specific import licence is now required for the importation into Nigeria from all countries of the goods listed in the above Legal Notice.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Import licensing regulations

LEGAL NOTICE No. 38 of 1969, published in the Federal Republic of Nigeria *Official Gazette* of June 26, amends, with effect from June 9, Schedule 2, Part A of the Open General Import Licence (All Countries) No. 2 of 1969 (published in the *Board of Trade Journal* of July 2, pages 61-65) by the addition of the following new items:

SCHEDULE 2

(The references in this Schedule to a group or item are references to the corresponding group or item in the Official Import and Export List as amended from time to time.)

Part A
Goods (including Produce) excepted from this Licence

Description	Import List Group	Item No.
298. Eggs (in shell or otherwise)	025	00
299. Food Preparations, not elsewhere specified	099	00
300. Ore and concentrates of non-ferrous base metal (*e.g.* tin ore)	283	00
301. Gold Chloride	514	99
302. Tyre cases for cycles	629	11
303. Woven fabric of cotton, grey (unbleached), not mercerized	652	10
304. Woven fabrics of flax or of ramie	653	30
305. Woven fabrics of hemp, of jute or of other vegetable textile fibres; woven fabrics of paper yarn:		
(a) of hemp	653	30
(b) of jute	653	40
(c) of other vegetable textile fibres	653	90
306. Woven fabrics of man-made fibres (discontinuous or waste):		
(a) of synthetic fibres, white	653	54
(b) of synthetic fibres, printed	653	55
(c) of synthetic fibres, piece-dyed	653	56
(d) of synthetic fibres, yarn dyed	653	57
(e) of regenerated fibres, white	653	64
(f) of regenerated fibres, printed	653	65
(g) of regenerated fibres, piece-dyed	653	66
(h) of regenerated fibres, yarn dyed	653	67
307. Woven fabric of man-made fibres (continuous), including woven fabrics of monofil or strip of Tariff Heading No. 51.01/03:		
(a) headties of synthetic fibres in the piece	653	58
(b) synthetic fibre, coloured, printed or piece-dyed	653	59
(c) of regenerated fibres, coloured, printed or piece-dyed	653	69
308. Knitted crocheted fabric, not elastic or rubberized:		
(a) of cotton	653	71
(b) of synthetic or man-made fibres	653	72
(c) of silk	653	73
(d) of other textile fibres	653	79
309. Knitted fabric of the type commonly used in the manufacture of singlets:		
(a) of synthetic or man-made fibre	653	72
(b) of silk	653	73
(c) of other textile fibres	653	79
310. Woven fabrics of sheeps' or lambs' wool, of horse hair or of other animal hair:		
(a) of horse hair or other coarse animal hair	653	90
(b) Other	653	20
311. Linoleum and materials prepared on a textile base in a similar manner to linoleum, whether or not cut to shape of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, cut to shape or not	657	40
312. Zirconium	689	00
313. Roofing Nails	694	13
314. Lamps glass and chimneys, including glass jars for cosmetics	812	47
315. Other undergarments, nightwear, knitted or crocheted; not elastic nor rubberized	841	48
316. Watches decorated with jewels, pearls, semi-precious stone or imitation precious or semi-precious stone; watches mounted in rings, brooches or bracelets (*e.g.* gold watches)	864	31
317. Gold watch cases	864	90
318. Unissued postage, revenue and similar stamps of current or new issue in the country to which they are destined; stamp-impressed paper; banknotes, stock, share and bond certificates and similar documents of title, cheque books	892	93
319. Vacuum flasks and other vacuum vessels, complete with cases; parts thereof; other than glass inners	899	97

Explanatory Note:

(This note does not form part of the notice but is intended to explain its effect.)

The effect of this amendment is that specific import licence is now required for the importation into Nigeria from all countries of the goods listed in the above Legal Notice.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

(Continued on next page)

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of March 15 issue.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, **Board of Trade Journal,** ***Room*** **437,** ***Board of Trade,*** **1** ***Victoria Street, London, S.W.1*** **(***Tel,* **01-222 7878,** ***Ext.*** **2653/6)** ***and not to HMSO.***

NIGERIA, *continued*

Customs tariff changes

THE FIRST and Second Schedules to the Nigerian Customs Tariff are further amended by the Customs Tariff (Duties and Exemptions) (No. 3) Order, 1969, as below and became effective from May 8:

Schedule I. Import duties

Tariff No.	Tariff Description	Extent of Amendment
27.09/10	Petroleum oils obtained from bituminous minerals; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations: (i) C	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-heading and rates of duty applicable thereto, that is: 'C. Kerosene (including kerosene jet fuels) the gallon £0 1. 2d. Free
	(ii) F	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'F. Lubricating oils (liquid) the gallon £01s. 0d. Free' or 33⅓%
32.08	Prepared pigments, prepared opacifiers and prepared colours, vitrifiable enamels and glazes, liquid lustres and similar products, of the kind used in the ceramic, enamelling and glass industries; engobes (slips); glass frit and other glass, in the form of powder, granules or flakes: B.	In sub-heading B, *insert* the following entry in the column 'Tariff Description': 'Other.'
42.03	Articles of apparel and clothing accessories, of leather or of composition leather: A	In sub-heading A, *delete* the entry in the column 'Tariff Description' and *substitute*: 'A. Boxing gloves and similar sporting gloves.'
42.04	Articles of leather or of composition leather, of a kind used in machinery or mechanical appliances or for industrial purposes: B (1)	In sub-heading B (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '20%'.
69.09	Laboratory, chemical or industrial wares; troughs, tubs and similar receptacles of a kind used in agriculture; pots, jars and similar articles of a kind commonly used for the conveyance or packing of goods: B and C	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-heading and rates of duty applicable thereto, that is: 'B. Other 33⅓% Free.'
70.17	Laboratory, hygenic and pharmaceutical glassware, whether or not graduated or calibrated; glass ampoules: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *insert* the following rates of duty against the main heading in the columns 'Fiscal Entry' and 'Full,' that is: '33⅓% Free.'
73.17/10	Tubes and piping (including hydro-electric conduits and blanks and fittings therefor (for example, joints, elbows, unions and flanges), of iron or steel: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'A. For water supply sewerage, drainage or irrigation: (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other: (a) Imported by a user approved in that behalf by the Commissioner Free Free (b) Other 66⅔% Free B. Other 66⅔% Free.'
73.25	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like, of iron or steel wire, but excluding insulated electric cables: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *insert* the following rates of duty against the main heading in the columns 'Fiscal Entry' and 'Full,' that is: '66⅔% Free.
73.38	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of iron or steel: B and C	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-heading and rates of duty applicable thereto, that is: 'B. Other 66⅔% Free.'
74.07/08	Tubes and pipes and blanks therefor, of copper; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets, and flanges), of copper: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'A. For water supply sewerage, drainage or irrigation: (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other: (a) Imported by a user approved in that behalf by the Commissioner Free Free (b) Other 66⅔% Free B. Other 66⅔% Free.'
75.04	Tubes and pipes and blanks therefor, of nickel; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of nickel: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'A. For water supply, sewerage, drainage or irrigation: (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other: (a) Imported by a user approved in that behalf by the Commissioner Free Free (b) Other 66⅔% Free B. Other 66⅔% Free.
76.06/07	Tubes and pipes and blanks therefor, of aluminium; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets, and flanges); of aluminium: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'A. For water supply, sewerage, drainage or irrigation: (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other: (a) Imported by a user approved in that behalf by the Commissioner Free Free (b) Other 66⅔% Free B. Other 66⅔% Free.'

Tariff No.	Tariff Description	Extent of Amendment
77.01/03	Magnesium, unwrought or wrought, and articles thereof: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'A. For water supply, sewerage, drainage or irrigation 33⅓% Free (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other: (a) Imported by a user approved in that behalf by the Commissioner Free Free (b) Other 66⅔% Free B. Other 66⅔% Free.'
78.03	Tubes and pipes and blanks therefor; of lead; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets, flanges and S-bends), of lead: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'A. For water supply, sewerage, drainage or irrigation: (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other: (a) Imported by a user approved in that behalf by the Commissioner Free Free (b) Other 66⅔% Free B. Other 66⅔% Free.'
79.04	Tubes and pipes and blanks therefor, of zinc; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of zinc: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'A. For water supply, sewerage, drainage or irrigation: (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other: (a) Imported by a user approved in that behalf by the Commissioner Free Free (b) Other 66⅔% Free B. Other 66⅔% Free.'
80.00	Tubes and pipes, and blanks therefor, of tin; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of tin: A and B	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and *substitute* respectively the following sub-headings and rates of duty applicable thereto, that is: 'A. For water supply, sewerage, drainage or irrigation: (1) Of between ¼ inch and 2½ inches bore 33⅓% Free (2) Other: (a) Imported by a user approved in that behalf by the Commissioner Free Free (b) Other 66⅔% Free B. Other 66⅔% Free.

Tariff No.	Tariff Description	Extent of Amendment
83.13/14	Furnace burners for liquid fuel, pulverized solid fuel or gas; mechanical stokers, mechanical grates, mechanical ash dischargers and similar appliances; industrial and laboratory furnaces and ovens, non-electric: (i) A	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full'.
	(ii) B, C and D	*Renumber* the sub-headings B, C and D as A, B and C respectively.
84.17	Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical: (i) A	*Delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full.'
	(ii) B, C and D	*Renumber* the sub-headings B, C and D, as A, B and C respectively.
84.21	Mechanical appliances (whether or not hand operated) for projecting, dispensing or spraying liquids or powders; fire extinguishers (charged or not); spray guns and similar appliances; steam or sand blasting machines and similar jet projecting machines: C and D	*Renumber* the sub-headings C and D as B and C respectively.
85.01	Electric generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors: D (1)	In sub-heading D (1) *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '10×'.
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc lamps; electrically ignited photographic flash-bulbs: D	*Delete* the entries in the columns 'Tariff Description', 'Fiscal Entry' and 'Full'.
90.07	Photographic cameras; photographic flash light apparatus: A	In sub-heading A, *delete* the entry in the column 'Tariff Description' and *substitute*: 'A. Cameras specialized for medical or surgical use of lithographic processing.'

Schedule II. Exemptions from Import Duty

(a) After sub-paragraph 4 (4), there shall be *inserted* the following sub-paragraph:

Articles (1)	Goods to be manufactured (2)
'4 (4 A) Glass in the mass, the following: Frits, powdered vitrite heading 32.06)	Enamelware'

(b) For Item 4 of the proviso to paragraph 23 (as inserted by the Customs Tariff (Duties and Exemptions) (No. 2) Order 1969) there shall be *substituted* the following proviso:

'4. The provisions in sub-item 1 (a) shall apply only in respect of the following goods imported solely for the use of the Armed Forces, that is to say, arms, ammunition, and goods (other than alcoholic and non-alcoholic drinks, tobacco goods and the products of food industry) and as appropriate any spares therefor.

Explanatory Note

(*This note does not form part of the above Order, but is intended to explain its purpose*).

This Order, has, essentially, the effect of removing certain errors which resulted from Legal Notice 25 of 1969. (Published in the *Board of Trade Journals* of May 28, 1969, pages 1531-1537 and June 4, pages 1586-1592).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

MOZAMBIQUE

Amendment to customs tariff

THE *Boletim Official de Mozambique*, First Series, No. 20 of May 17, published Decree Law No. 48,994 which amends the minimum import tariff in force in the province as follows:

Tariff	Description	Rate of Duty	
		Old Rate	New Rate
	Parts and accessories of articles falling within 87.09, 87.10 or 87.11*:		
87.12.01	Of iron or steel	*Ad val.* 15%	28 Escudos per kg.
87.12.02	Of other materials	*Ad val.* 15%	60 Escudos per kg.

*The products referred to are motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars; side-cars of all kinds; cycles (including delivery tricycles), not motorized; invalid carriages, fitted with means of mechanical propulsion (motorized or not).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 460 and 462).

MALAYSIA

Further information on import control

THE *Board of Trade Journal* dated July 16, 1969, published on page 190 the Malaysian Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 10) Order, 1969 which stated that:

Heading No.	Description of goods	Country
87.01	Tractors (other than those falling within heading No. 87.07), whether or not fitted with power take-offs, winches or pulleys:	
	Tractors designed for agricultural use:	
110	Pedestrian controlled	All countries

are prohibited from import into the States of Malaya without an import licence.

Notice to West Malaysian Importers No. 7 of 1969 adds to the above by stating that the import licences mentioned will be issued every three months and will be restricted to quotas which will be issued by the Malaysian Ministry of Commerce and Industry, Kuala Lumpur. The estimated quarter for the first quota will be June 26, 1969-September 25, 1969.

The above-mentioned information to West Malaysian importers also applies to the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 11) Order, 1969:

Heading No.	Description of goods	Country
28.19 000	Zinc oxide	All countries
38.11 320	Dalapon	All countries

which also appeared on page190 of the *Board of Trade Journal* of July 16, 1969.

All inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

AUSTRALIA

Tariff Board Inquiry on fertilizers

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether nitrogenous fertilizers or composite fertilizers containing nitrogen falling within chapters 28, 29 or 31 of the First Schedule of the Australian Customs Tariff, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than August 8.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 1583/69.

Result of Tariff Board inquiry on circuit breakers and switch units

A NOTICE was published in the *Board of Trade Journal* on March 17, 1967 (page 746) that a reference had been made to the Australian Tariff Board on electric circuit breakers and switch units for voltages over 1,000 (tariff items 85.19.21 and 85.19.22). That inquiry has now been completed and, as a result, changes have been made in the Customs Tariff affecting the rates of duty payable on these items.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime brief details of the changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Result of Special Advisory Authority inquiry on cherries

A NOTICE was published in the *Board of Trade Journal* on June 11, 1969 to the effect that a reference had been made to the Australian Special Advisory Authority in respect of:

Drained, glacé and crystallized cherries (tariff item 20.04.900).

The inquiry has now been held and as a result of the Special Advisory Authority's recommendation a temporary additional duty of 6 cents per pound on all goods under reference has been imposed.

This new duty does not apply to goods in direct transit to Australia on June 4, 1969 provided they are entered for home consumption on arrival.

NEW ZEALAND

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Plan printing machines.

Details of the tariff item, under which the above mentioned goods are duitable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
90.10.09		16% Aul. 12%	32%	55%

The Emergency Protection Authority is required to report to the Minister by August 8, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority wil no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877. Ext. 2321) quoting reference CRE 811/69.

Tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on July 1, 1969:

Tariff Item	Description	Unit	Rates of Duty: British Preferential	Most Favoured Nation	General Tariff
	Chapter 7 **Edible vegetables and certain roots and tubers**				
07.01	Vegetables, fresh or chilled:				
07.01.39	Other	..	25%	35%	45%
07.02	Vegetables (whether or not cooked), preserved by freezing:				
	Raw:				
07.02.03	Other	..	25%	35%	45%
	Chapter 8 **Edible fruit and nuts; peel of melons or citrus fruit**				
08.07	Stone fruit, fresh:				
	Whole:				
08.07.03	Cherries per 100 lb.	lb.	$1·66	..	$1·66
	Chapter 12 **Oil seeds and oleaginous fruit; miscellaneous grains, seeds and fruit; industrial and medical plants; straw and fodder**				
12.04.00	Sugar beet, whole or sliced, fresh, dried or powdered				
	sugar cane	..	25%	35%	45%
12.06	Hop cones and lupulin:				
12.06.01	Hop cones per 100 lb	lb.	$5·00	..	$12·50
	Chapter 21 **Miscellaneous edible preparations**				
21.04	Sauces: mixed condiments and mixed seasonings:				
	Soy and catsup:				
21.04.02	In other containers	Gal.	20%	40%	50%
21.04.09	Other	..	20%	40%	50%
	Chapter 23 **Residues and waste from the food industries; prepared animal fodder**				
23.07	Sweetened forage; other preparations of a kind used in animal feeding:				
23.07.02	Dog biscuits and similar biscuits	Cwt.	20%	..	45%
	Chapter 28 **Inorganic chemicals; organic and inorganic compounds of precious metals, of rare earth metals, of radio-active elements and of isotopes**				
28.13	Other inorganic acids and oxygen compounds of non-metals (excluding water):				
28.13.01	Carbon dioxide per cwt.	Cwt.	93c.	..	$2·80
	Chapter 44 **Wood and articles of wood; wood charcoal**				
44.11	Drawn wood; match splints; wooden pegs or pins for footwear:				
44.11.01	Drawn wood	..	27½% Can. 32½%	55%	60%
44.19.00	Wooden beadings and mouldings, including moulded skirting and other moulded boards	..	30%	50%	70%
44.21	Complete wooden packing cases, boxes, crates, drums and similar packings imported assembled, unassembled or partly assembled:				
44.21.09	Other	..	27½% Can. 32½%	55%	60%
44.28	Other articles of wood:				
44.28.05	Rollers for spring blinds	No.	Free Can. 10%	20%	30%
	Chapter 59 **Wadding and felt; twine, cordage, ropes and cables; special fabrics; impregnated and coated fabrics; textile articles of a kind suitable for industrial use**				
59.05	Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope:				
59.05.01	Net shopping and similar carrying bags	..	30%	..	60%
59.15	Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials:				
59.15.01	With couplings or other fittings attached	..	25% Can. 35%	47%	60%
	Chapter 60 **Knitted and crocheted goods**				
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:				
	Other articles:				
60.05.36	Shopping and other bags	..	30%	50%	60%
	Chapter 70 **Glass and glassware**				
70.20	Glass fibre(including wool), yarns, fabrics, and articles made therefrom:				
	Fabrics in the piece:				
	Other:				
	Other kinds:				
70.20.25	Knitted or crocheted fabrics, not elastic nor rubberized	lb.	Free Can. 10%	..	25%
	Chapter 73 **Iron and steel and articles thereof**				
73.35	Spring and leaves for springs, of iron or steel:				
	Coil, volute and spiral springs:				
73.35.01	Upholsterers' spiral springs	..	20% Can. 30%	50%	60%
73.36	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel:				
	Cooking stoves, ranges, and parts thereof, for burning:				
73.36.01	Gas fuel	..	27½%	..	60%
73.36.02	Liquid fuel	..	27½% Can. 35%	55%	60%
73.36.03	Solid fuel	..	27½% Can. 35%	55%	60%
	Other stoves, space heaters, and parts thereof, for burning:				
73.36.04	Gas fuel	..	27½%	..	60%
73.36.05	Liquid fuel	..	32½% Can. 40%	55%	60%
73.36.06	Solid fuel	..	32½% Can. 40%	55%	60%
	Other kinds and parts thereof, for burning:				
73.36.07	Gas fuel	..	27½%	..	60%
73.36.09	Other fuel	..	32½% Can. 40%	55%	60%
	Chapter 74 **Copper and articles thereof**				
74.09·60	Reservoirs, tanks, vats and similar containers, for any material, of copper, of a capacity exceeding 300 l, whether or not				

(Continued on next page)

NEW ZEALAND, *continued*

	lined or heat-insulated, but not fitted with mechanical or thermal equipment	Cwt.	25% Can. 35%	51½% 50%	60% 60%
74.17	Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, and parts thereof, of copper:				
74.17.01	For burning gas fuel	No.	27½%	..	60%
74.17.02	Parts thereof	..	27½%	..	60%
74.17.03	For burning other fuel	No.	32½% Can. 40%	55%	60%
74.17.09	Parts thereof	..	32½% Can. 40%	55%	60%

Chapter 75
Nickel and articles thereof

75.06.00	Other articles of nickel	..	25% Can 35%	50%	60%

Chapter 76
Aluminium and articles thereof

76.10	Casks, drums, cans, boxes and similar containers (including rigid and collapsible tubular containers), of aluminium, of a description commonly used for the conveyance or packing of goods:				
76.10.09	Other	Cwt.	25% Can. 35%	50%	60%
76.15	Articles of a kind used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of aluminium:				
76.15.13	Gas cooking and heating apparatus and parts thereof	Cwt.	27½%		60%

Chapter 79
Zinc and articles thereof

79.05.00	Gutters, roof capping, skylight frames, and other fabricated building components, of zinc	Cwt.	25% Can. 35%	50%	60%

Chapter 83
Miscellaneous articles of base metal

83.02	Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork saddlery, trunks, caskets and the like (including automatic door closers); base metal hat-racks, hat-pegs, brackets and the like:				
83.02.09	Fittings for spring blind rollers	..	Free Can 10	20%	30%

Chapter 84
Boilers, machinery and mechanical appliances; parts thereof

84.06	Internal combustion piston engines: Other engines: Marine outboard engines:				
84.06.21	As may be determined by the Minister	No.	25%* Can. 35%*	..	60%*
84.15	Refrigerators and refrigerating equipment (electrical and other):				
84.15.11	Refrigerators, domestic non-electrical	No.	32½% Can. 35%	..	60%
	Parts:				
84.15.13	Cabinets	No.	32½% Can. 35%	..	60%
84.15.19	Other	..	32½% Can. 35%	..	60%
84.15.21	Refrigerators, domestic, electrical	No.	32½% Can. 35%		60%
	Parts:				
84.15.23	Cabinets	No.	32½% Can. 35%	..	60%
84.15.29	Other	..	32½% Can. 35%	..	60%
	Other: Units:				
84.15.31	Having a heat removing capacity exceeding 6,000 B.t.u. per hour under normal working conditions	No.	25% Can. 35%	..	60%
84.15.39	Other kinds	..	25% Can. 35%	..	60%
84.18	Centrifuge; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases: Centrifuges: Other: Hydro extractors:				
84.18.21	Domestic	..	32½% Can. 35%	..	60%
84.18.24	Other kinds	No.	25% Can. 35%	..	60%

*Or such lower rate of duty as the Minister may in any case direct.

84.19	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines: Dish washing machines:				
84.19.11	Domestic	No.	32½% Can. 35%	..	65%
84.19.12	Parts	..	32½% Can. 35%	..	65%
84.19.13	Non-domestic	No.	25% Can. 35%	..	65%
84.19.14	Parts	..	25% Can. 35%	..	65%
84.24	Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertilizer distributors); lawn and sports ground rollers: Rollers:				
84.24.82	Lawn and sports ground	No.	25% Can. 35%	..	60%
84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29): Hay or grass mowers: Other, including lawn mowers:				
84.25.43	Manually operated	No.	22½% Can. 32½%	50%	60%
84.25.44	Parts	..	22½% Can. 32½%	50%	60%
84.27	Presses, crushers and other machinery, of a kind used in winemaking, cider-making, fruit juice preparation or the like:	..	25% Can. 35%	..	60%
84.40	Machinery for washing, cleaning, drying, bleaching, drying, dressing, finishing or coating textile yarns, fabrics or made-up textile articles (including laundry and dry-cleaning machinery); fabric folding, reeling or cutting machines; machines of a kind used in the manufacturing of linoleum or other floor coverings for applying the paste to the base fabric or other support; machines of a type used for printing a repetitive design, repetitive words or overall colour on textiles, leather, wallpaper, wrapping paper, linoleum or other materials, and engraved or etched plates, blocks or rollers therefor: Washing and laundry machines:				

84.40.11	Domestic washing machines	No.	32½% Can. 35%	..	60%
84.40.19	Parts	Cwt.	32½% Can. 35%	..	60%
	Other:				
84.40.22	Wringers and mangles	No.	25% Can. 30%	..	50%
	Other laundry machines:				
84.40.24	Domestic, electrical	No.	32½% Can. 35%	..	60%
	Drying machines:				
84.40.27	Domestic, electrical	No.	32½% Can. 35%	..	60%

Chapter 85
Electrical machinery and equipment; parts thereof

85.12	Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hair dressing appliances (for example, hair dryers, hair curlers, curling tong heaters) and electric smoothing irons; electrothermic domestic appliances; electric heating resistors, other than those of carbon:				
85.12.01	Instantaneous or storage heaters and immersion heaters	No.	32½% Can. 40%	..	60%
85.12.03	Space heating apparatus	No.	32½% Can. 40%	..	60%
85.12.05	Smoothing irons	No.	32½% Can. 40%	50%	60%
85.12.06	Stoves and ranges	No.	27½% Can. 35%	..	60%
85.12.09	Other	. .	32½% Can. 35%	..	60%

The following items were revoked on July 1, 1969:

07.01.39	73.36.05	84.15.39
07.02.03	73.36.06	84.18.21
08.07.03	73.36.07	84.18.24
12.04.00	73.36.09	84.19.11
12.06.01	74.09.00	84.19.12
21.04.02	74.17.01	84.19.13
21.04.09	74.17.02	84.19.14
23.07.02	74.17.03	84.24.82
28.13.01	74.17.09	84.25.43
44.11.01	75.06.00	84.25.44
44.19.00	76.10.09	84.27.00
44.21.09	76.15.13	84.40.11
44.28.05	79.05.00	84.40.19
59.05.01	83.02.09	84.40.22
59.15.01	84.06.21	84.40.24
60.05.36	84.15.11	84.40.27
70.20.25	84.15.13	85.12.01
73.35.01	84.15.19	85.12.03
73.36.01	84.15.21	85.12.05
73.36.02	84.15.23	85.12.06
73.36.03	84.15.29	85.12.09
73.36.04	84.15.31	

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

(Continued on next page)

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Further tariff changes

DETAILS are given of further changes in the New Zealand Customs Tariff which came into effect on July 1, 1969:

Tariff Item	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
Chapter 21	**Miscellaneous edible preparations**				
21.07	Food preparations not elsewhere specified or included:				
21.07.11	Suet preparations in which suet predominates by weight over all other ingredients	lb.	32½% Aul. 26%	..	55%
21.07.19	Other	..	32½%	..	55%
Chapter 36	**Explosives; pyrotechnic products, matches; pyrophoric alloys; certain combustible preparations**				
36.07	Ferro-cerium and other pyrophoric alloys in all forms:				
36.07.01	Prepared for use (for example, in mechanical lighters)	..	21% Aul 16% Can. 35%	40%	60%
Chapter 58	**Carpets, mats, matting and tapestries; pile and chenille fabrics; narrow fabrics; trimmings; tulle and other net fabrics; lace; embroidery**				
58.01	Carpets, carpeting and rugs, knotted (made up or not):				
	In the piece:				
58.01.11	Machine-made carpeting containing cotton	sq. yd.	27½%	45%	65%
58.01.12	Other	sq. yd.	27½% Aul. 22%	45%	65%
	Other kinds:				
58.01.13	Machine-made floor rugs containing sheep's or lamb's wool or fine animal hair or cotton	sq. yd.	27½%	45%	65%
58.01.19	Other	sq. yd.	27½% Aul. 22%	45%	65%
Chapter 68	**Articles of stone, of plaster, of cement, of asbestos, of mica, and of similar materials**				
68.11	Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not:				
68.11.05	Bricks or blocks (but not including 'terrazzo' or similar slabs) suited for use in building construction and having dimensions not exceeding 24 in. by 8 in. by 8 in.	..	20% Aul. 16%	40%	50%
68.11.08	Other	..	20%	40%	50%
Chapter 74	**Copper and articles thereof**				
74.04	Wrought plates, sheets and strip, of copper:				
	Worked:				
	Other:				
74.04.03	Of unalloyed copper	cwt.	25% Aul. 28% Can. 35%	50%	60%
Chapter 84	**Boilers, machinery and mechanical appliances; parts thereof**				
84.17	Machinery, plant and similar laboratory equipment whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical:				
	Other kinds:				
84.17.22	Counter type coffee making machines	No.	32½% Aul. 32½% Can. 40%	56%	60%
84.17.28	Other	..	Aul. } 32½% Can. } 40%	56%	60%
Chapter 85	**Electrical machinery and equipment; parts thereof**				
85.22	Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter:				
85.22.23	Speech trainers	No.	25% Aul. 20%	45%	55%
85.22.27	Other	..	25%	45%	55%
Chapter 98	**Miscellaneous manufactured articles**				
98.10	Mechanical lighters and similar lighters, including chemical and electrical lighters, and parts thereof, excluding flints and wicks:				
98.10.01	Smokers' lighters	No.	25% Aul. 20% Can. 35%	44%	60%
98.10.02	Other lighters	..	25% Aul 20% Can. 35%	50%	60%
98.10.09	Parts of lighters	..	21% Aul. 16% Can. 35%	40%	60%

The following tariff items were revoked on July 1, 1969:

21.07.09	68.11.09	98.10.01
36.07.01	74.04.03	98.10.02
58.01.01	84.17.29	98.10.09
58.01.09	85.22.28	

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

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URUGUAY

Prior deposits

INTERIM MEASURES announced by the Uruguayan Central Bank in their Circular No. 120 for exemptions from prior deposits were published in the *Board of Trade Journal* of April 4, 1969 (page 1027). A recent Central Bank Circular, No. 134, provides for exemtions to be granted on imports up to the value of 50 per cent of the quotas referred to in Circular No. 120. Exemptions granted under Circular No. 134 will count against any quotas finally established for the current year.

Postal strike

HM EMBASSY in Montevideo reported on July 10 that although a recent postal strike in Uruguay had been settled, it was more than likely that the backlog of mail would not be tackled for many weeks, if at all, and many letters were unlikely to reach their destination. Consequently United Kingdom firms who have written to Uruguayan contacts during the preceding month are advised to repeat their correspondence if they had not yet had replies.

ARGENTINA

Import duties

ARGENTINE Government Decree No. 1160, dated March 14, exempts the following from payment of import duties:

Tariff Item	Description
01.01.00.10	Thoroughbred race horses for breeding purposes.
01.01.00.11	Pedigree horses excluding thoroughbred race horses.
01.01.00.21	Pedigree donkeys.
01.02.00.01	Pedigree cattle, excluding milk breeds.
01.02.00.02	Pedigree cattle of milk breeds.
01.02.00.40	Pedigree zebu.
01.03.00.01	Pedigree swine.
01.04.00.01	Pedigree sheep.
01.04.00.41	Pedigree goats.
01.05.00.01	Pedigree cocks, hens, turkeys, web-footed birds (ducks, etc.).
01.06.02.01	Pedigree queen bees.
01.06.02.02	Pedigree rabbits.
01.06.02.04	Pedigree otters.
01.06.02.05	Pedigree mink.
01.06.02.09	Pedigree chinchillas.
04.05.00.01	Hatching eggs (from pedigree birds).
05.15.00.21	Semen from pedigree bulls and zebu.
05.15.00.30	Semen from pedigree rams.

CHILE

Permitted import list

THE FOLLOWING items in the permitted import list have now been exempted from prior deposit:

Page	Item No.	
(1) items hitherto subject to 90 per cent rate		
1	01.02	Others
8	09.04	Peppercorns unground
8	09.05	Vanilla
8	09.06	Cinnamon
8	09.07	Cloves
9	09.08	Nutmeg and mace
63	37.02	Virgin 8 mm. film
63	37.03	Photographic paper
64	37.08	Chemical products for photographic use
130	76.04	Metal coated paper
130	76.04	Paper coated with metal and thermo-adhesive lacquers and varnishes;
(2) items hitherto subject to 40 per cent rate		
1	01.04	Others
2	02.01	Pork
8	09.02	In bulk
8	09.02	Dust and/or Fanning, in bulk
16	15.07	Coconut
16	15.07	Palm
16	15.07	Linseed
16	15.07	Tung
18	18.04	Cocoa butter
139	82.11	Razor blades;
(3) items hitherto subject to 15 per cent rate		
18	18.01	Cocoa beans
66	38.08	Colophony, including the modified types;
(4) all items previously subject to 5 per cent rate.		

BRAZIL

Recent legislation

BRAZILIAN DECREE Law 517 of April 7, establishes rules for the customs clearance of merchandise (where goods are held at the customs solely because of dipute between the importer and the customs authorities).

Under Decree Law 567 of May 7 exemption of import taxes and the tax on industrial products is granted in the case of materials, equipment, machinery, apparatus and accessories, having no Brazilian similar, imported directly by the Consorcio Construtor Rio-Niteroi SA and designed exclusively for application and use in the construction of the Rio-Niteroi bridge.

Copies of the Decree-laws (in Portugese), together with unofficial translations, are available on application to Commercial Relations and Exports Department, Board of Trade, Room 355, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2293).

COLOMBIA

Reductions in prior deposit rates

RESOLUTION No. 22 of April 23, 1969 reduces Colombian prior deposit rates on the following items to 1 per cent:

Tariff No.	Description
73.10	Bars and rods (including wire rod) of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel:
B	Other:
	I. Simply hot-rolled or extruded.
	III. Simply cold-formed or cold-finished.
90.19	Orthopaedic appliances, surgical belts, trusses and the like; artificial limbs, eyes, teeth and other artificial parts of the body; deaf aids; splints and other fracture appliances:
C	Orthopaedic appliances recognizable as such.

Resolution No. 24 of May 14, 1969 introduces the following reduced rates of prior deposit:

Tariff No.	Description	Prior deposit
28.45	Silicates; commercial sodium and potassium silicates:	
G	Of aluminium	70%
29.14	Monacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:	
	Saturated acyclic monoacids:	
	II. Acetic acid, its salts and esters:	
	c. Esters of acetic acid:	
	3. Propyl and isopropyl acetates, butyl and isobutyl acetates and amyl and isoamyl acetates	70%
29.22	Amine-function compounds:	
B	Acyclic polyamines:	
	I. Ethylenediamine and its salts	1%
	II. Hexamethylenediamine and its salts	130%
73.07	Blooms, billets, slabs and sheet bars (including tin-plate bars), of iron or steel; pieces roughly shaped by forging, of iron or steel	1%
79.01	Unwrought zinc; zinc waste and scrap:	
B	Unwrought zinc:	
	(This item may be imported without a licence; the prior deposit for this item is 130%, but for refined unwrought zinc the rate is hereby reduced to 30%).	

Resolution No. 25 of May 21, 1969 reduces the prior deposit on the following item to 1 per cent:

Tariff No.	Description
73.03	Waste and scrap metal of iron or steel:
A	Of steel.

BARBADOS

Exemptions from import duty

PART III of the First Schedule to the Barbados Customs Tariff (Table of Exemptions from Import Duty) has been further amended by the addition of the following new paragraph:

'Semi-finished hoods for use in the manufacture of hats.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Hazardous substances

THE UNITED STATES Commissioner of Food and Drugs is considering a proposal to exempt certain model rocket propellant devices designed for use in lightweight recoverable and reflyable model rockets from classification as 'banned hazardous substances' under the United States Federal Hazardous Substances Act.

Interested persons are invited to file written comments (preferably in quintriplicate) with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W., Washington DC 20201, by August 9, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Federal Register July 10, 1969).

Motor vehicle safety standards:

Standard 109

THE UNITED STATES Federal Highway Administration has announced further amendments to Tables 1-C and 1-J of Appendix A of Motor Vehicle Safety Standard No. 109 relating to pneumatic tyres for passenger cars which become effective August 9, 1969.

Inquiries about this notice should be addressed to Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Federal Register July 10, 1969).

Tariff investigations

Certain flat glass

THE *Board of Trade Journal* of October 27, 1967 gave notice that the United States President had extended until January 1, 1970 the increased duties on certain drawn or blown flat glass.

The United States Tariff Commission upon a petition filed on behalf of the domestic industry concerned, has instituted an investigation in connection with the preparation of advice to the President as to the probable economic effect that an automatic termination of the increased rates of duty would have on the industry in the United States.

The Tariff Commission will hold a public hearing in connection with this investigation on October 14, 1969 in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington DC. Requests to appear must be filed with the Secretary in accordance with Section 201.13 of the Tariff Commission's rules of practice and procedure.

The petition filed in this case is available for inspection at the office of the Secretary of the Tariff Commission in Washington and at the New York City Office of the Tariff Commission.

Glass

The United States Tariff Commission, upon a petition filed on behalf of the domestic industry concerned, has instituted an investigation under Section 301 (b) (1) of the Trade Expansion Act of 1962 to determine whether certain types of glass (not at present subject to increased rates of duty) are, as a result in major part of concessions granted under trade agreements, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry.

A public hearing in connection with this investigation will be held in the Hearing Room, Tariff Comission Building, 8th and E Streets, N.W., Washington DC, on October 14, 1969. Requests to appear at the hearing should be notified to the Secretary in accordance with Section 201.13 of the Tariff Commission's rules of practice and procedure.

The petition filed in this case is available for inspection at the office of the Secretary of the United States Tariff Commission in Washington and at the New York City Office of the Tariff Commission.

Carpets

The *Board of Trade Journal* of October 27, 1967 gave notice that the United States President had extended until January 1, 1970 the increased duties on wilton and velvet carpets.

The United States Tariff Commission, upon a petition filed on behalf of the domestic industry concerned, has instituted an investigation in connection with the preparation of advice to the President as to the probable economic effect that an automatic termination of the increased rates of duty would have on the industry in the United States.

The Tariff Commission will hold a public hearing in connection with this investigation on August 27, 1969 in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington DC. Requests to appear must be filed with the Secretary in accordance with Section 201.13 of the Tariff Commission's rules of practice and procedure.

The petition filed in this case is available for inspection at the office of the Secretary of the Tariff Commission in Washington and at the New York City Office of the Tariff Commission.

Pianos

The United States Tariff Commission, upon a petition filed on behalf of the domestic industry concerned, has instituted an investition under Section 301 (b) (1) of the Trade Expansion Act of 1962 to determine whether pianos (including player pianos, whether or not with keyboards) and parts, are, as a result in major part of concessions granted under trade agreements, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry.

A public hearing in connection with this investigation will be held in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington DC, on October 28, 1969. Requests to appear at the hearing should be notified to the Secretary in accordance with Section 201.13 of the Tariff Commission's rules of practice and procedure.

The petition filed in this case is available for inspection at the office of the Secretary of the United States Tariff Commission in Washington and at the New York City Office of the Tariff Commission.

Inquiries about the above notices should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Federal Register July 9, 1969).

Federal motor vehicle safety standards

Standard 109

THE UNITED STATES Highway Administration has under consideration an amendment to Standard No. 109 (new pneumatic tyres for passenger cars) which would require the same level of high speed performance from deep-tread winter-type tyres as other type tyres are required to meet.

Interested persons are invited to submit written comments on this proposal (10 copies) to the Docket Section, Federal Highway Administration, Room 512, 400 Sixth Street, S.W., Washington DC 20591 by August 26, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Federal Register July 11, 1969).

Standard 110

THE UNITED STATES Federal Highway Administration has announced various amendments to Appendix A of Federal Motor Vehicle Safety Standard No. 110 relating to tyre selection and rims for passenger cars which become effective on August 9, 1969.

Inquiries about this notice should be addressed to Tariff Section (United States Section), Export Services Branch, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-248 5757, Ext. 455, 456, 457) (Federal Register July 10, 1969).

(*Continued on page* 267)

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Fair Packaging and Labelling Act: chewing gum

THE *Board of Trade Journal* of January 31, 1969 gave notice of a proposal of the United States Food and Drug Administration to amend the regulations under the United States Fair Packaging and Labelling Act to exempt chewing gum in packages containing less than one half ounce from certain of the labelling requirements of the Act.

After consideration of the comments received, the Food and Drug Administration has revised its earlier proposal by extending the scope of the proposed exemption to include individually wrapped pieces of 'penny candy' and other confectionery of less than one-half ounce net weight per individual piece.

Interested persons are invited to submit written comments on this proposal (preferably in quintuplicate) with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W., Washington DC 20201.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Federal Register July 10, 1969).

Motor vehicle safety standards: consumer information

THE *Board of Trade Journal* of June 11, 1969 gave notice of amendments to the regulations requiring manufacturers of motor vehicles to provide purchasers with information about the safety characteristics of their vehicles.

The United States Federal Highway Administration has under consideration a further clarifying amendment to the regulations which would specify to whom and the time at which manufacturers should provide this information.

Interested persons are invited to submit written comments on this proposal (in 10 copies quoting Docket Nos. 28-1, 28-2, 28-6; notice 7) with the Docket Section, Federal Highway Administration, Room 512, 400 Sixth Street, S.W., Washington DC 20591 by September 9, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Federal Register July 11, 1969).

(*Continued on next page*)

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Customs notices of interest to exporters

THE FOLLOWING Publics Notices isued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49	Temporary importations: international co-operation.
77B	(Re-issued February 1966) purchase tax - exports.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporarily imported for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure. Further relaxation of pre-entry.
466	Export documents and trade statistics.
SN6	Notice to passengers (exchange control and export licensing).

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74	Notice to exporters. EFTA restrictions on drawback and export rebate.
74A	EFTA drawback; exception of EFTA goods re-exported to another country.
77M	British-made cars and motor cycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
217	The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
251	Remission or repayment of the temporary charge on imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74	Notice to exporters. EFTA restrictions on drawback and export rebate.
435	Schedule of rates.
436	General outline of the scheme and procedure for claiming.
436A	Export rebate: termination.
437	Ships and aircraft.
439	Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

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UNITED STATES, *continued*

Fair Packaging and Labelling Act: cheese and cheese products

THE *Board of Trade Journal* of December 6, 1968 gave notice of a proposal of the United States Food and Drug Administration to amend Section 1.1c of the regulations under the above Act to exempt cheese and cheese products from certain of the labelling requirements of the Act.

After consideration of all comments received on this proposal the Food and Drug Administration has issued an amendment to the regulations which becomes effective on September 10, 1969.

Any person who will be adversely affected by this amendment may file written objections with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W., Washington DC 20201, by August 11, 1969.

Inquiries about this notice should be addressed to Tariff Section (United States Section), Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Federal Register July 12, 1969).

Suspension of duty on heptanoic acid

UNITED STATES Public Law 91-36 approved on June 30, 1969 continues until December 31, 1970 the existing suspension of duty on heptanoic acid.

Inquiries about this notice should be addressed to Tariff Section (United States Section), Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456, 457).

Motor vehicle safety standards: certification regulations

THE *Board of Trade Journal* of May 9, 1969 gave notice of proposals of the United States Federal Highway Administration to amend the regulations for the certification of motor vehicles and motor vehicle equipment under Sections 112, 114 and 119 of the United States National Traffic and Motor Vehicle Safety Act.

After consideration of all the comments received on these proposals, the Federal Highway Administration has announced amendments to the regulations which become effective for all motor vehicles manufactured on or after September 1, 1969.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Origin marking on imported vinyl-clad chain-link fencing

THE UNITED STATES Bureau of Customs has instituted an investigation into the country of origin marking of imported vinyl-clad chain link fencing. The bureau is of the opinion that imported vinyl-clad chain link fencing should be marked by imprinting the required origin statement at intervals of not less than once every 10 feet of rolled fencing.

The bureau will consider any written data, views or arguments which are submitted in writing to the Commissioner of Customs, Bureau of Customs, Washington DC 20226, by August 9, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Federal Register July 10, 1969).

Federal Insecticide, Fungicide and Rodenticide act

THE *Board of Trade Journal* of April 18, 1969 gave notice of a proposal of the United States Department of Agriculture to add an interpretation to the regulations under the above Act in respect of labelling claims involving the use of 'germ-proof' and related terms in the labelling of economic poisons.

After consideration of the comments received on this proposal, the Department of Agriculture has issued a revised interpretation with an effective date of August 7, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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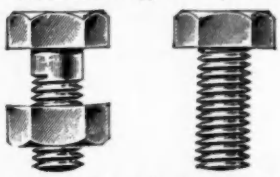

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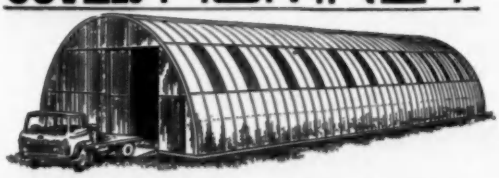

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